

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

The Buckwheat Crop

Erroneous Quotation Binding

Secretary Geo. A. Wells Passes On

Local Meetings of Ohio Dealers

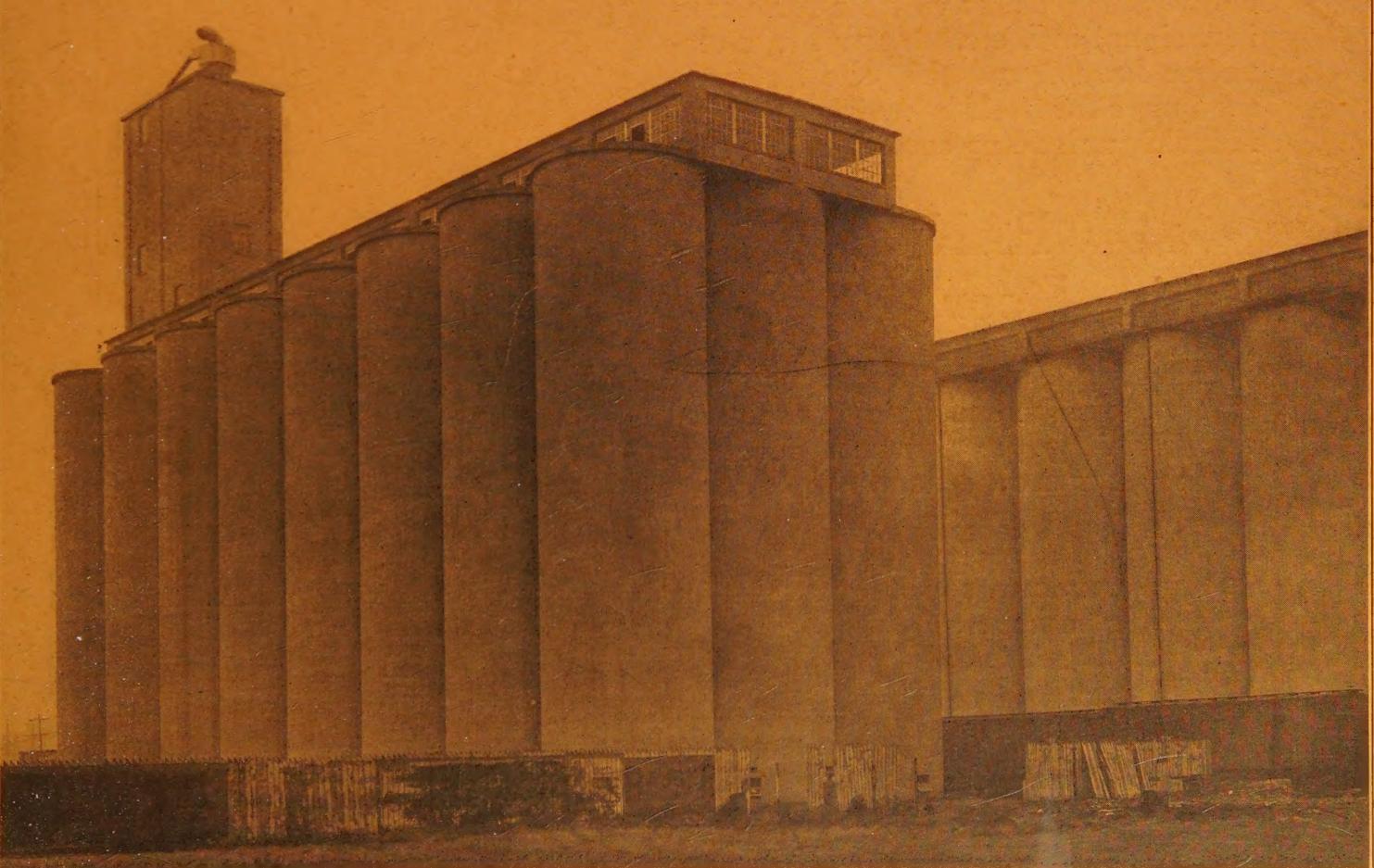
Kansas Dealers at Atchison

Tax On Privileges in Supreme Court

Carrier Bound by B/L Weight

Judgment Against Railroad on
Clear Record Claim

Condition of New Corn



800,000 bu. Concrete Annex of the Wyandotte Elevator Co., at Kansas City.
[For description see pages 588-589]

Grain Door Chopping Ended !

It's no longer necessary to chop your way into a car of grain! This tool **pushes** the doors in quickly and easily—entire sections at a time, without breakage. The

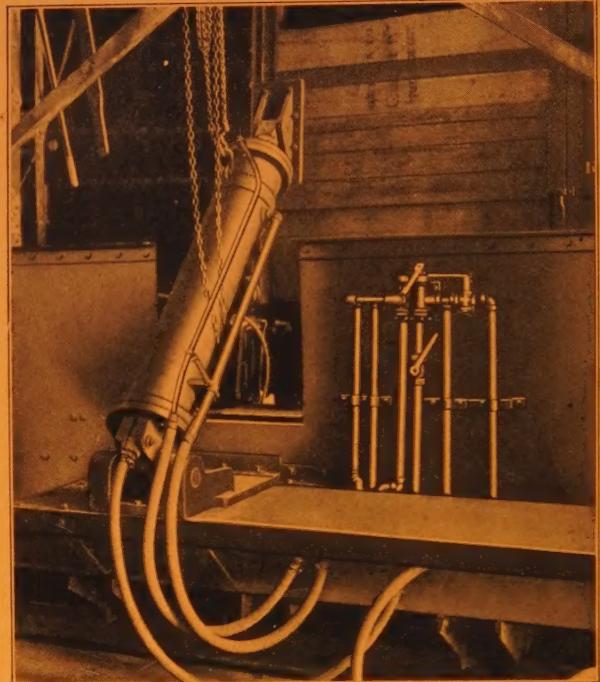
PETERSON Pneumatic Grain Door Remover

does in two minutes what it formerly took two men to do in 15 minutes to half an hour. With 100 lbs. air pressure it exerts 6000 lbs. pressure on the door. Surplus air available for cleaning, signalling, etc. Many large elevators have found that the Peterson soon pays for itself in saving time and reducing unloading costs.

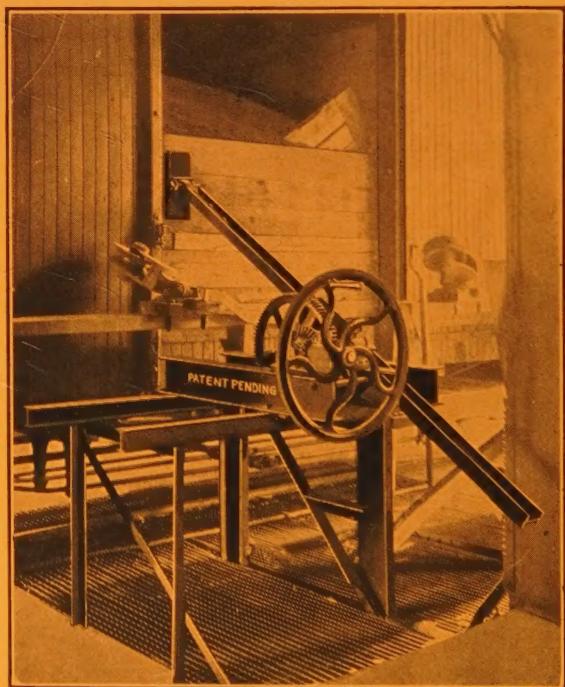
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This simple, powerful tool costs less than any similar machine on the market. Turning the flywheel develops all the pressure needed to open any door or entire section. Installed in either new or old elevators.

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Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg Co. Ltd. Winnipeg



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.
Great West Mill & Elevr. Co., millers, grain dtrs.*
Kearns Grain & Seed Co., grain, field seeds.*
Kenyon Grain & Seed Co., grain and hay.
Stone, Lester, grain merchant.
Strader Grain Co., U. S., grain, seed, feed.*

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Blair Elevator Corp., The, grain merchants.*

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Hasenwinkle-Scholer Co., corn and oats.*

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Studabaker Grain & Seed Co., grain, hay, seeds.*

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Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.*

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Dole & Co., J. H., grain and seeds.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell commission, grain and seeds.
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McKenna & Dickey, commission merchants.*
Norris Grain Co., grain merchants.*
Rothschild Co., D., receivers and shippers.*
Runsey & Co., grain commission.*
Shaffer Grain Co., J. C., grain merchants.*
Thomson-McKinnon, members leading exchanges.

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Shepard, Clark & Co., grain merchants.*

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*Members Grain Dealers National Association.

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Lyman, C. W., broker corn, oats, feeds, hay.

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Conley-Ross Grain Co., The, grain and beans.*
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Houlton Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.
Farmers Union M. & E. Co., millers, grain mchts.
Phelps Grain Co., T. D., wholesale grain.*
Rocky Mountain Grain Co., export and domestic grain.*

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Lichtenberg & Son, oats, corn, hay, straw.*
Simmons & Co., F. J., grain and hay.*

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Trusler Grain Co., grain merchants.

FORT DODGE, IOWA.

Christensen, George, grain broker.

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Burruis Mill & Elevr. Co., flour milling.
Dorsey Grain Co., merchants—commission consignments.
Ft. Worth Elevators Co., gr. merchants, pub. storage.
Gladney Grain Co., consignments.
Rosenbaum Grain Corp., J., grain merchants.*
Kimbell Milling Co., millers and grain dealers.
Moore-Seaver Grain Co., recvs., shprs., consignments.*
Morrow & Co., Jos., grain and cotton.
Rogers Co., E. M., strictly bkg. and consignments.*
Service Grain & Comm. Co., bkrs. consgnmts., cash gr.
Smith Bros. Grain Co., consgnmts.-merchants.*
Terminal Grain Co., grain, hay, millfeed.*
Transit Grain & Com. Co., consignments, brokerage.*
Universal Mills, "Superior Feeds."

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Grubbs Grain Co., E. A., track buyers.*

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.

Rothschild Co., S., grain, c/s products, rice, b/p.*

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Kinney Grain Co., H. E., receivers and shippers.*
Montgomery & Tompkins, receivers and shippers.
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.

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Christopher & Co., B. C., kafr, feterita, milo.*
Davis Grain Co., A. C., grain commission.
Denton Hart Grain Co., consignments.*
Ernst Davis Commission Co., consignments.
Lichtig & Co., H., kafr, milo, screenings.
Logan Bros. Grain Co., receivers and shippers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., grain merchants and exporters.*
Sconlar Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.
Thresher Grain Co., R. J., grain commission.*
Updike Grain Corp., consignments.
Vandersee-Lynds Co., commission.*
Wilser Grain Co., consignments.*

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Lackey, Douglas W., mlg. grain, milo, alfalfa meal.

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Gordy Co., C. L., grain brok., hay, grain and mill feed.
Wilson, John R., brokers-grain and mill feeds.

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Brandeis & Son, A., receivers and shippers.
Callahan & Sons, receivers and shippers of grain.*
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Thomson Elevator Co., grain dealers.
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

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Moon-Taylor Co., grain and hay brokers.

MCKINNEY, TEX.

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Buxton, E. E., broker and commission merchant.*
U. S. Feed Co., grain, hay, millfeed.*

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Meech & Stoddard, Inc., grain, feed, hay, flour.*

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Kamm Co., P. C., grain shippers.*
Milwaukee Grain Com. Co., recvs., grain and seed.

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Chamber of Commerce Members.

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Cereal Grading Co., grain merchants.*
Davis Co., F. M., grain commission.*
Delmar Co., shippers.
Fraser-Smith Co., grain merchants.*
Hubenthal, C. G., gr. mchts., oil meal, chicken feed.
Hiawatha Grain Co., screenings.*
Malquist & Co., C. A., receivers and shippers.*
Marfield Grain Co., grain commission.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seidl, shippers grain and feed.*
Van Dusen-Harrington Co., grain merchants.*

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McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*

NEW YORK CITY.

Produce Exchange Members.

Abel, Joseph A., grain broker.
Jones & Co., M. B., buyers—quote us.*
Knight & Co., grain brokers.
Therrien, A. F., broker.

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Acme Milling Co., millers & grain dealers.
Hardeman-King Co., millers, grain dealers.*
Jackson Grain Co., grain merchants.
Okla. City Mill & Elvtr. Co., millers, gr. dealers.*
Mashburn-Mullin Grain Co., grain and feeds.
Scannell Grain Co., E. M., grain and feed.
Stimnett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.

OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.*
Taylor Grain Co., brokers.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., commission and brokerage.*
Updike Grain Co., milling wheat.*

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Deweys & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Luke Grain Co., grain commission.*
Miles, P. B. & C. O., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Tyag Grain Company, receivers and shippers.*

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Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*

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Harper Grain Co., corn a specialty.*
McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*

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Balbach, Paul A., grain buyer, all markets.

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Heald Grain Co., consignments exclusively.*
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Niedorp Grain Co., buyers-sellers of corn.*
Norton Grain Co., consignment specialist.*

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King, Douglas W., carlot distrbtr, hay, grain seed.*

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Hall Grain Co., Marshall, grain merchants.*
Hunter-Robinson Mig. & Gr. Co., grain, feedstuffs.*
Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Mastin & Knowlton Grain Co., grain merchants.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*

ST. LOUIS, MO. (Continued.)

Picker & Beardsley Com. Co., grain and grass seed.*
Powell & O'Rourke Grain Co., buyers-sellers corn.*
Turner Grain Co., grain commission.*

SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprss of select milling wheat.

SIDNEY, OHIO.

Chambers, V. E., wholesale grain.*
Custosabord & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

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De Vore & Co., H. W., consignments, grain, seeds.*
Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.*
Zahn & Co., J. F., grain and seeds.*

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Derry Grain Co., wheat, corn, oats, and millfeed.*
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WICHITA, KANS.

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Blood Grain Co., I. D., receivers and shippers.
Smith McLinden Grain Co., wheat, corn, kafir, millfeed.
Simonds-Shields-Lonsdale Co., receivers and shippers.
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309 So. La Salle St. Chicago, Ill.

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Receiver and Shipper

Moon-Bennett Grain Co.

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The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

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Scouler-Bishop Grain Co.
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A complete record of C. N. D. or Radio Market Quotations is invaluable for ready reference.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday 192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley. Spaces for the market hourly and at close. Closing prices for previous week are listed at top.

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GRAIN DEALERS JOURNAL
309 South La Salle St. Chicago, Ill.

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for car lot dealers

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MARSHALL HALL GRAIN COMPANY

HANDED ON COMMISSION
BOUGHT TO ARRIVE
SOLD FOR SHIPMENT
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Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

Established 1877

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St. Louis New Orleans

MARTIN & KNOWLTON GRAIN CO.

SUCCESSORS TO
GOFFE & CARKENER CO.
Receivers and Shippers St. Louis, Mo.

"We Ship What We Sell!"

Powell & O'Rourke
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Operating Brooklyn St. Elevators
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846 Pierce Bldg. St. Louis

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Want Offers
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is moving and you are interested in getting your corn to the shortest haul market, where every facility for proper handling is available.

We are operating through

The Fostoria Storage & Transfer Elevator Co.,
Fostoria, O.,

which has the most modern equipment and ideal Railway facilities, all of which reduces the risk in handling the new corn.

Write, wire or telephone for our bids on any grade of yellow corn

THE METAMORA ELEVATOR CO.

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BUYERS—SHIPPIERS

Wheat — Corn — Oats

Established 1884

Greenville, Ohio

Send Your Offerings to
JOSEPH A. ABEL
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D4 Produce Exchange New York, N.Y.

WHEN YOU BUY—BUY RIGHT.
OUR ADVERTISERS OFFER THE BEST.



Service cannot stop

The telephone, like the human heart, must repair itself while it works. The telephone system never rests, yet the ramifications of its wires, the reach of its cables and the terminals on its switchboards must ever increase. Like an airplane that has started on a journey across the sea, the telephone must repair and extend itself while work is going on.

To cut communication for a single moment would interrupt the endless stream of calls and jeopardize the well-being and safety of the community. The doctor or police must be called. Fire may break out. Numberless important business and social arrangements must be made.

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Since 1880 the Bell System has grown from 31 thousand to 16 million stations, while talking was going on. In the last five years, additions costing a billion dollars have been made to the system, without interrupting the service.

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AND ASSOCIATED COMPANIES

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One Policy, One System, Universal Service



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It PAYS to GRIND ALL GRAINS
Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

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Are now using

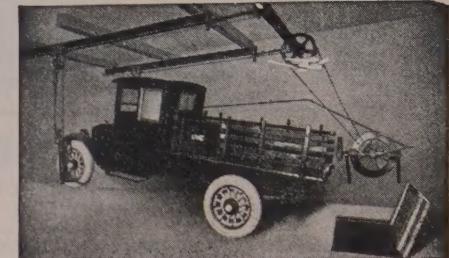
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Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

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The McMillin Wagon & Truck Dump

The above cut represents a dump in which is used:

A substantial bevelled friction speed reducing winch, with shaft extended for attaching power, and crank with pinion for hand power.

Roller running cross over driveway is supported with roller bearings.

I Beam Track supported from overhead timbers with annealed swivel support.

Specially constructed four-wheeled double sheaved trolleys with automatic cable tension sheaves which act as a cable guide as well, using $\frac{1}{2}$ " special cable.

Wheel hooks constructed of annealed casting with universal joint connecting to housed sheave.

The main factor in mind when constructing each individual part of this device was hardiness and satisfaction of operation as well as the simplicity and low cost of installation, and a dump that could be installed in almost any elevator.

Address

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cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock,
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Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



5
Miles
of Webster
Conveyors



With a receiving capacity of 32 carloads of grain per hour, this great grain elevator at Locust Point, Baltimore, is probably the most modern and fastest grain handling plant in the world.

4,825 sets of Webster Troughing Carriers are in use in this great plant, making a total conveyor length of five miles. 28,000 pounds of grain are carried per minute at a speed of 800 feet per minute.

These Webster Troughing Carriers are of malleable iron with supporting angles of steel. They are simple and rugged and operate with exceptional smoothness.

The field of belt conveyor service is a vast one and requires expert knowledge in selecting the correct application for specific requirements. Webster engineers will gladly confer with you on this subject, without obligation.

THE WEBSTER MFG. COMPANY

4500-4560 Cortland Street

CHICAGO

WEBSTER

Simplicity Plus 98% to 99% Efficiency

American High Speed Chains
operating churning in Fox River
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Efficiency Means Money In Your Pocket

NO matter what you are, stockholder, president, foreman or coal-heaver, your prosperity depends upon the efficiency of the plant. That which increases efficiency is of interest to all.

In the field of power transmission American High Speed Chains are 98% to 99% efficient—this percentage is unsurpassed. They eliminate practically all friction and consequently as much wear. They operate without initial tension, thus avoiding the destruction of bearings. They never slip—which means they are ideal for short center drives where floor space is an item. Flexible production as obtained in unit drives, is most economical where American High Speed Chains are used. Let us send an engineer to estimate the savings that can be made in your plant.

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Indianapolis, Ind.
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Simplicity Plus 98% to 99% Efficiency

Extensively used by U. S. Dept. of Agriculture,
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Grain Testing and Arbitration Scale No. 5055

For determination of percentage of damaged kernels; foreign material other than dockage; wheat of other classes; acidity test of corn, etc.

Accurate

Rapid

Sensitive
Durable



No. 5055

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Rid Your Premises of Rats and Mice Peerless Traps--Real Exterminators

A positive method of wiping out rats and mice. Tried and tested under desperate conditions by mills, grain dealers, wholesale grocers, meat packers, large industrial institutions everywhere. Remarkable results. PEERLESS TRAPS displace expensive fumigation as the only method heretofore approaching satisfactory extermination.

**SELF-SETTING, CATCHES, KILLS
AUTOMATICALLY
WIPE-OUT CA-
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Automatic in operation—self-setting. Both catches and kills. Capacity unlimited. Single trap has caught and killed thirty in single night. Each rodent sets trap for follower.

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Morse Double Reduction Silent Chain

Ideal for

Grain Elevator Head Drives



Double reduction chain drives to Elevator Heads (note compactness)

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- 3—It is not first cost that always counts, but the service hours' cost over a long period of years.

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Built to stand the gaff



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These heavier loads and greater shocks on the scale platform have made it necessary to get entirely away from wagon scale construction in building Auto Truck Scales.

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One of our representatives will show you why modern weighing requirements demand this super-scale. The coupon below will bring your copy of the informative booklet, "A Talk on Scales."

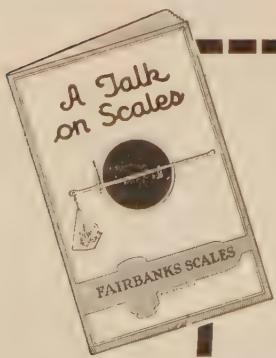
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PREFERRED THE  WORLD OVER

CHICAGO
900 S. Wabash Ave.

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And 40 other principal cities in the United States.



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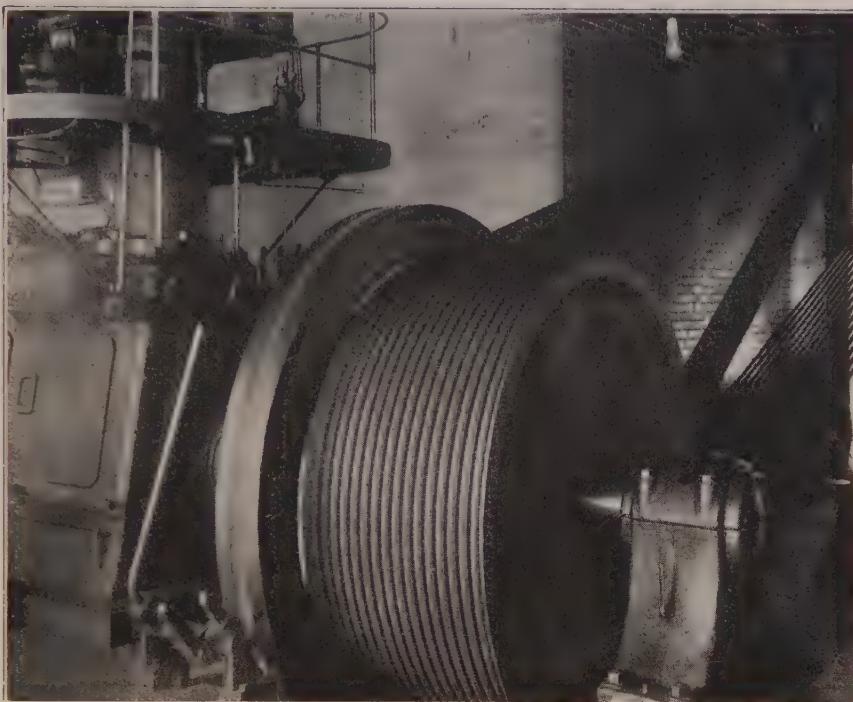
Fairbanks Scales, Dept. SC-11
900 S. Wabash Ave., Chicago.
Broome and Lafayette Sts., New York.

Please send booklet, "A Talk on Scales," also information on Type "S" Auto Truck Scales.

Name

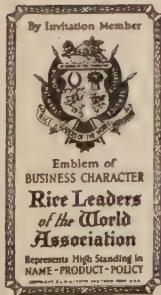
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LACK OF NOISE



INVARIABLY, noise in transmitting power denotes the loss of a considerable percentage of power. Compare any method of power transmission with that of a rope drive, and nowhere will you find a method which makes so little noise, regardless of the amount of power carried. This is a feature which many manufacturers consider very attractive for modern plants.

Columbian Transmission Rope will minimize your power loss, and you will appreciate this quiet, smooth method of power transmission.



Columbian Rope Company

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A REAL DUST EXPLOSION

in a 2,500,000 bushel elevator and
150 Test House Demonstrations
conclusively prove that we can
make YOUR HOUSE SAFE with

CANAVAN Explosion Venting Systems

W. F. CANAVAN
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Increase the Capacity of Your Elevator



WELLER "SUPER - CAPACITY" ELEVATOR BUCKETS WILL DO IT

Perfect discharge at low or high speed.
Substantially constructed of heavy sheet metal.
Riveted at each corner. Spot welded on laps.
Reinforced with extra thickness of steel on the back.
High or extended sides prevent side spillage.



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Circular and Price List*

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We have equipped 75% of
the terminal elevators built
or equipped during the last
20 years in the U. S. and
Canada. You can profit by
this experience.

Write us for particulars.

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YOU MEN who are tired *of the usual convention places*



HERE is a different, better, much more interesting and enjoyable convention site—famous French Lick Springs Hotel, the home of Pluto Water, known the world over as America's premier health and recreation resort. A less expensive place, too—meals and room are included in the moderate rate you pay at French Lick Springs; and you avoid the heavy theatre, restaurant, taxicab and other entertainment bills that other convention sites require of you. Doesn't that picture the sort of place your organization would do well to choose next time?

There is renewed health for you here in the bubbling natural waters of the Pluto, Bowles and Proserpine Springs. Severe winter is unknown in this semi-southern Cumberland foothills region. Golf is played on the two 18-hole French Lick Springs Hotel courses long after weather stops all thought of golf elsewhere. And this superb, perfectly appointed and equipped metropolitan hotel affords other diversions in abundance.

Ready now, too, is the large new wing containing, among other features, a well-ventilated daylight ground floor convention auditorium flexibly arranged so that meetings of any size from 50 to 1500 persons can be held without leaving the hotel.

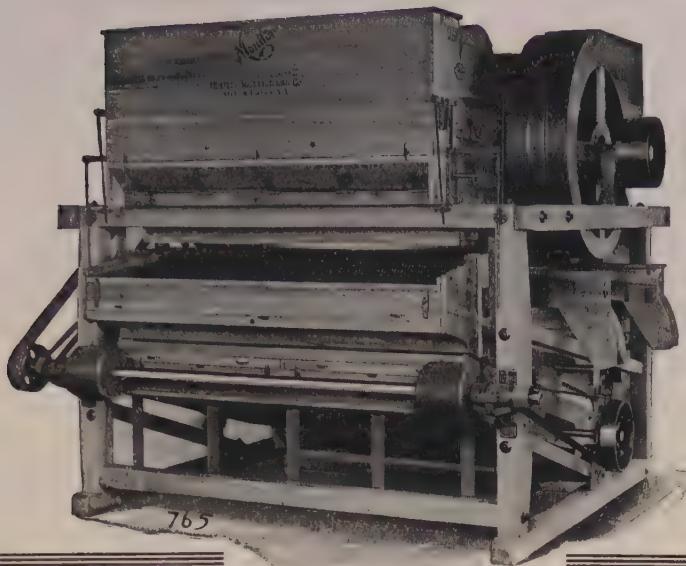


Everyone intends to visit French Lick Springs some day. Your next convention is your opportunity to do so. Write now for illustrated booklet with detailed convention information. Address Convention Secretary, French Lick Springs Hotel Co., French Lick, Indiana.

"Home of Pluto Water"

FRENCH LICK SPRINGS HOTEL





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 Gould Grain Co., Minneapolis—1 No. 11B MONITOR
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 Occident Elevator, Minneapolis, Minn.—1 No. 10B MONITOR
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There are hundreds of others

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Department B

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Get Your Grain In—And The Farmer Out—in a Hurry. The Cost Is No More

Here is your combination for speed and insurance against the costly "Choke-up."

The U. S. Chain Conveyor and Feeder

The U. S. Pitless Corn Sheller

The U. S. "V" Type Elevator Bucket

We build our chain feeders to deliver the capacity of the U. S. sheller which is sufficient endorsement of durability and capability.



The "V" bucket completes a U. S. Sheller installation by giving the increased elevating capacity required. Manufactured in all sizes with dies stamping the bucket at one operation from a single sheet of metal.

Priced accordingly.

Statement by Owner

"The U. S. Sheller has devoured everything from cog wheels to 40 feet of drag chain and seems to like it. Leaves the cobs cleaner and in better size than other shellers we are operating."

Constant XX Century Corporation

Manufacturers of Grain Elevator Equipment
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BLOOMINGTON, ILL.



S. W. & Co. Grain Handling

EQUIPMENT

Includes



Elevators, Conveyors, Bins, Tanks, Special Spouting, in fact any kind of sheet metal products, power transmission appliances or machines needed in the equipping of the grain elevator, flour or feed mill.

Catalog and full information on request.
Submit your requirements to us for estimate.

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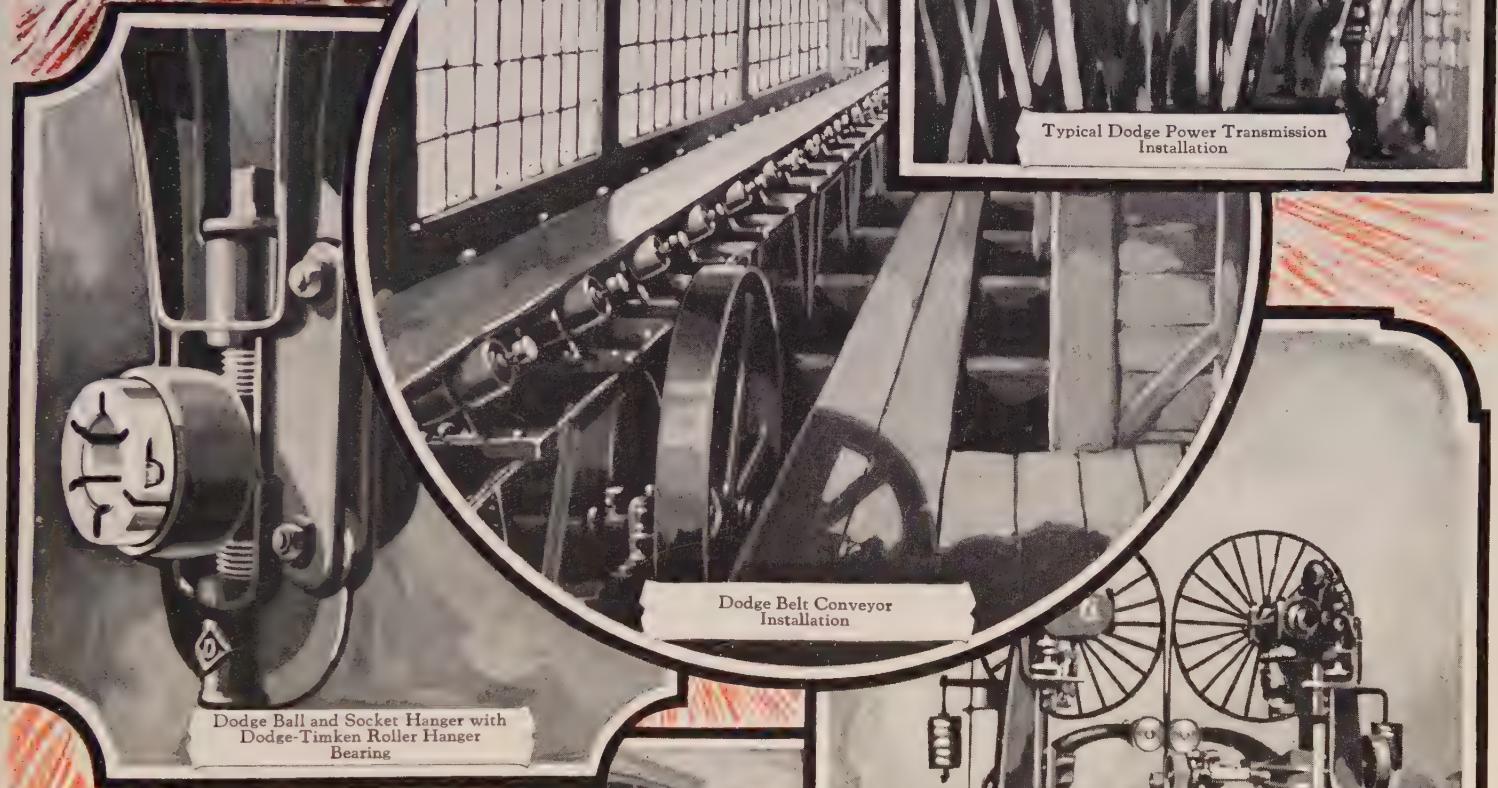
Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

DODGE

POWER TRANSMITTING
ELEVATING CONVEYING
AND SPECIAL MACHINERY

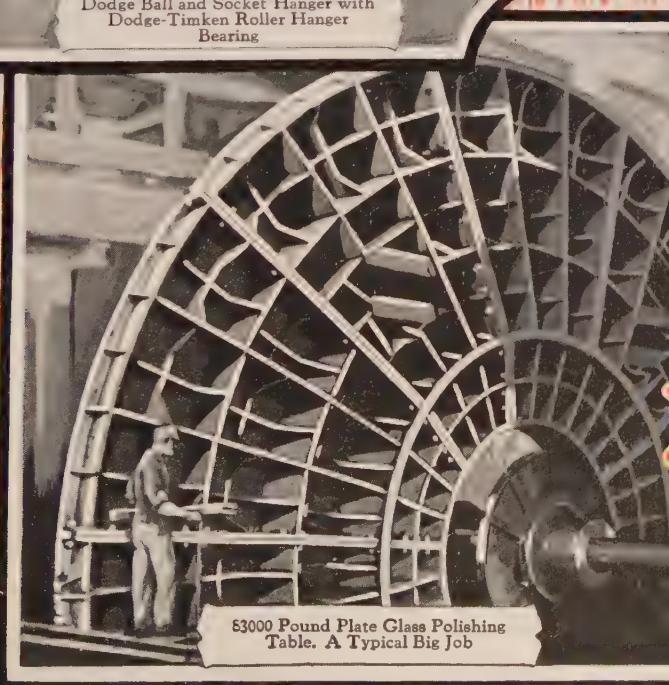


Typical Dodge Power Transmission Installation



Dodge Belt Conveyor Installation

Dodge Ball and Socket Hanger with
Dodge-Timken Roller Hanger
Bearing



53,000 Pound Plate Glass Polishing
Table. A Typical Big Job

Pounds or Tons
DODGE
can build it.

DODGE

The Worlds Marketplace For Industrial Equipment

FOR power transmitting, elevating and conveying or special equipment from pounds to tons, Dodge experience, facilities and service combine to assure industry a dependable source of supply. Nearly a half century of contact with industrial production problems enables Dodge to offer practical and competent counsel and to build effectively and economically.

Dodge power transmitting units, including iron, steel and wood pulleys; hangers, pillow blocks, couplings, clutches, etc., are giving continuous, satisfactory and power saving service the world over. The application of the Timken Tapered Roller Bearing to Dodge-Timken Roller Hanger

Bearings, Pillow Blocks, Loose Pulleys and Standard Unit Mountings for built-in machine applications proves that Dodge is keeping pace with industry.

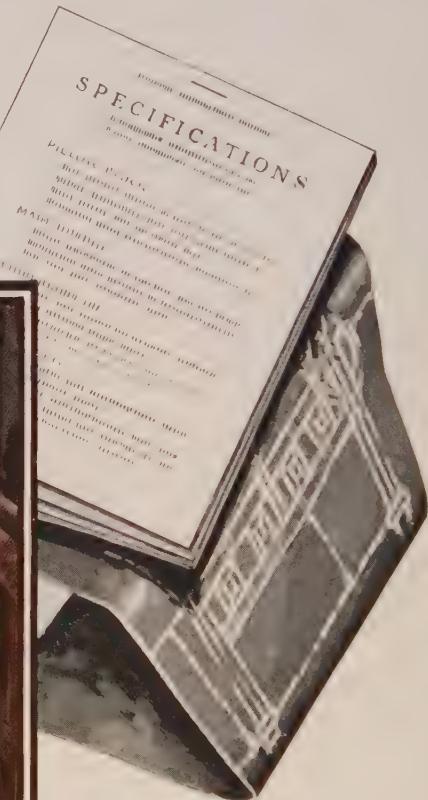
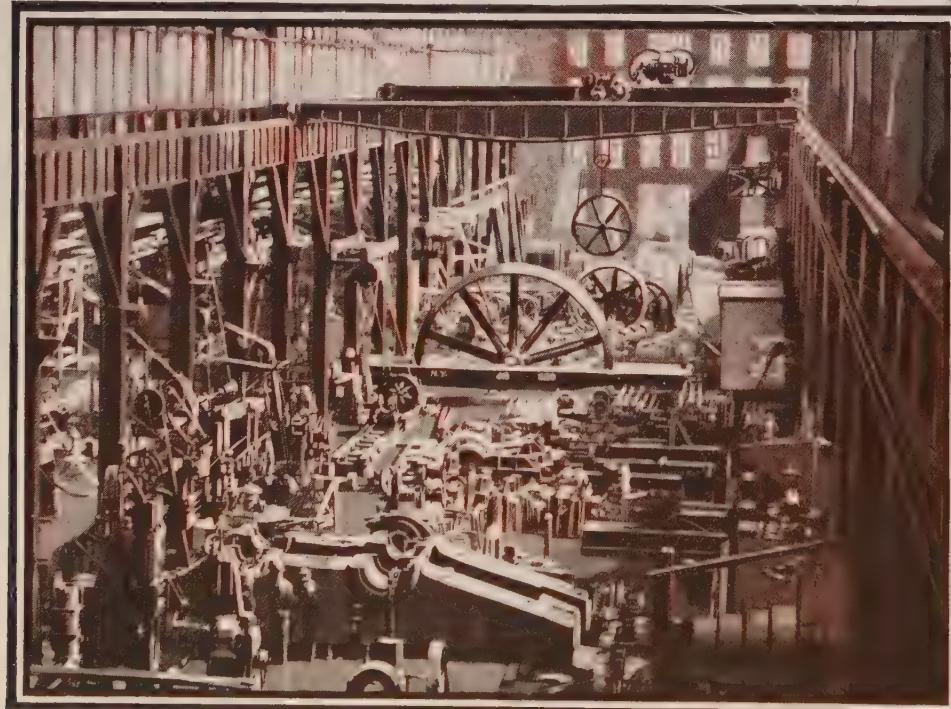
Dodge material handling equipment in either standardized stock units or built to specifications is reducing costs in many of America's outstanding industrial plants.

Fourteen factory branches and five hundred mill supply and machinery dealers offer immediate service on stock products.

DODGE MANUFACTURING CORPORATION

Mishawaka, Indiana

Branches: Boston New York Newark Oneida Philadelphia Pittsburgh Cincinnati
Chicago St. Louis Minneapolis Seattle San Francisco Houston Atlanta



*Send all your specifications
to Dodge*

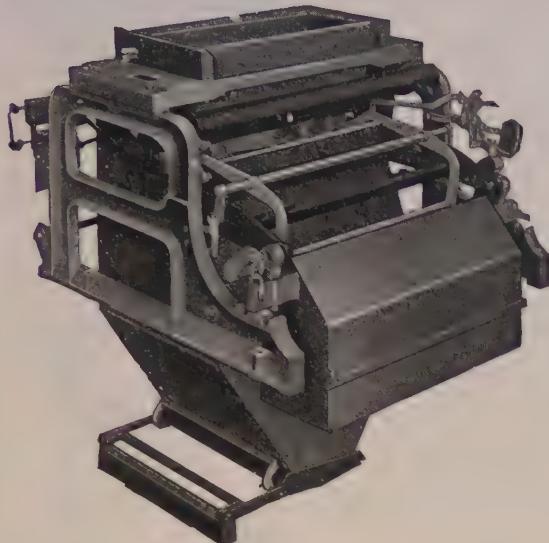
Let Dodge engineers analyze your specifications and apply the Dodge rule of low first cost plus trouble free operation to your requirements. Machinery manufacturers will profit by an investigation of Dodge-Timken standard unit mountings for built-in machine applications.

DODGE

POWER TRANSMITTING - ELEVATING - CONVEYING & SPECIAL MACHINERY

1/54 of 1% ACCURATE!

OFFICIAL WEIGHTS!



The Richardson Automatic Grain Shipping Scale at St. Louis is weighing under official supervision and the results have been accurate within 1/54 of 1%! Nine carloads taken at random (729,000 lbs.) show an error of only 135 lbs.!

Install a RICHARDSON Fully-Automatic Scale in YOUR elevator. Thousands in use all over the country.

*Claims are paid
When Richardson-weighed*

RICHARDSON SCALE COMPANY CLIFTON, NEW JERSEY

Chicago

Omaha

Minneapolis

Wichita

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
Agricultural Gypsum	Lightning Rods
Attrition Mill	Magnetic Separator
Bag Closing Machine	Manlift
Bags and Burlap	Moisture Tester
Bearings { Roller	Mustard Seed Separator
Ball	Oat Bleachers and Purifiers
Belting	Oat Clipper
Bin Thermometer	Oat Crusher
Boots	Pneumatic Conveying Equipment
Buckets	Portable Elevator
Car Liners	Power { Oil Engine
Car Loader	Gas Engine
Car Mover	Motors
Car Puller	Power Shovel
Car Seals	Radio Equipment
Cleaner	Railroad Claim Books
Claims (R. R.) Collection	Renewable Fuse
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Corn Cracker	Scale Tickets
Conveying Machinery	Scarifying Machine
Distributor	Self-Contained Flour Mill
Dockage Tester	Separator
Drain Circulating Pump	Sheller
Dump	Siding-Roofing { Asbestos
Dust Collector	Steel
Dust Protector	Silent Chain Drive
Elevator Brushes	Speed Reduction Gears
Elevator Leg	Storage Tanks
Elevator Paint	Spouting
Feed Mill	Testing Apparatus
Fire Barrels	Transmission Machinery
Fire Extinguishers	Transmission Rope
Friction Clutch	Waterproofing (Cement)
Grain Driers	

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

Information Buro

Grain Dealers Journal, 309 So. La Salle St., Chicago

DIXON'S SILICA-GRAPHITE PAINT

because of its better protective qualities, makes frequent repainting unnecessary and so gives better protection at less cost.

It is a natural combination of flake silica-graphite, mined only by ourselves. The vehicle is the best linseed oil obtainable.

Dixon's Silica-Graphite Paint will not peel, crack or flake off because of the natural elasticity of the flake graphite, while the silica is an anchor that withstands wear.

It is made in FIRST QUALITY only with a reputation for economy covering a period of 50 years.

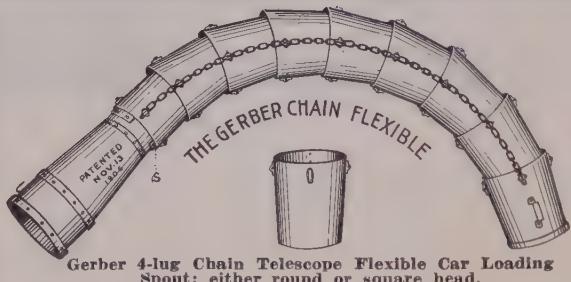
Write for Booklet No. 15B, and long service records.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY
NEW JERSEY

Established 1827





GERBER

Grain Elevator Equipment



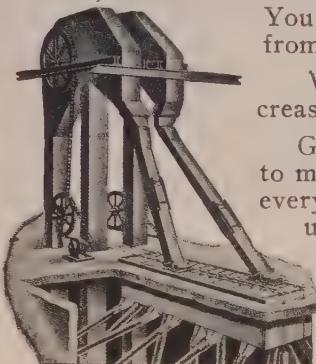
The time is drawing near when you will overhaul your old elevator or build a new one. When buying equipment order from Gerber.

Our New Gerber double and triple distributing spouts are the only practical spouts for elevator legs of two or three stands. All legs can be used to elevate into one bin or car at the same time, or can be used separately. Only one spout is required to run from distributors to each bin.

You have full control of your distributing. All spouts are operated from working floor.

We manufacture the best "V" bucket made. You can greatly increase the capacity of your legs if equipped with "V" buckets.

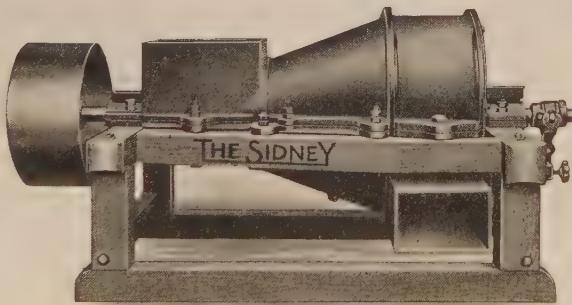
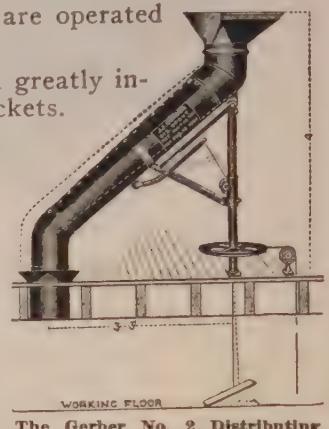
Get your elevator in order before the new crop starts to move. We can quote attractive prices on the best of everything in the grain elevator equipment line. Write us for catalog.



New Gerber Double Distributing Spout; with or without steel spout frame; also made for single and triple leg.

James J. Gerber

128 Sixth Ave. South
Minneapolis, Minn.



Sidney Corn Shellers

All Styles

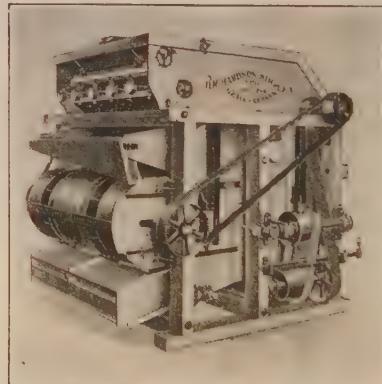
The Standard for Years

High in Quality--Low in Price

Also cleaners, heads, boots, drags, dumps, buckets and complete equipment for your elevator.

The Sidney Grain Machinery Co.
Sidney, Ohio

Successors to Philip Smith Mfg. Co.



THE RICHARDSON "Simplex" Cleaner and Separator

for use in country and terminal elevators, embodies every essential feature of any and all cleaners and separators, and has many additional features not to be found on any competitive machine.

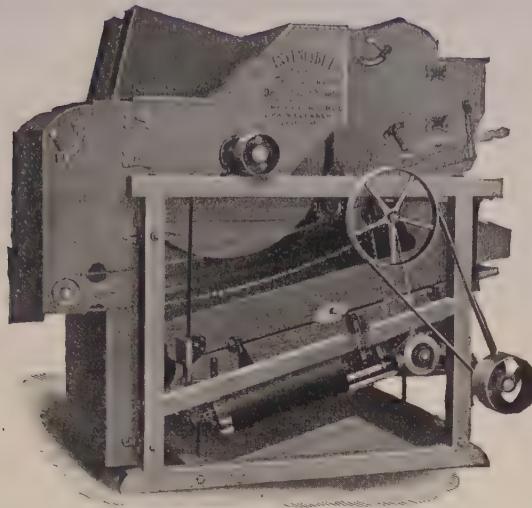
Wm. Haack, Mgr. Farmers Co-op. Ele. Co., Litchville, N. D., says:
"It does far the best work of any Cleaner I have ever seen, it has a large capacity and is a clean machine to work around, there is no dust and dirt coming from it out into the room making a dirty mess around the Cleaner and filling your lungs with dust and dirt, it is an entirely different machine from the dirty, dusty man-killing kind of Cleaners I have used before."

Let us tell you more about this cleaner.

RICHARDSON GRAIN SEPARATOR CO.
1179 15th Ave., S. E.
Minneapolis, Minn.



"Eureka"- "Invincible" Grain Cleaning Machinery



"INVINCIBLE"
Compound Shake Double Receiving Separator

A decidedly novel feature of an "Invincible" Separator is its Sieve Ejectors. By pulling two little levers the screens are raised out of their tracks (without disturbing the brushes) and can be quickly withdrawn. Mighty good idea, especially if one has to change screens often.

All "Invincible" Separators are equipped with detachable conveyors. Those who have operated Elevator Cleaners know that it is a common occurrence for strings to wind around conveyors. It is quite a task to remove these strings; not so when an "Invincible" Machine is used, for without disturbing a bolt, a screw or a nail—simply by shoving the conveyor box endwise, the entire conveyor-box assembly drops down and can be removed instantly for cleaning. A small detail but an important one in the eyes of your Elevator Superintendent.

"Invincible" and "Eureka" Machines may be had with Barbeau's Patent Ball-Bearing Eccentrics

REPRESENTATIVES:

Wm. Watson, 515—No. 111 W. Jackson Blvd., Chicago
J. Q. Smythe, 3142 Beliefontaine St., Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.

Bert Eesley
Box 363
Fremont, O.

Dwight Dill,
700 North Winnetka Ave.
Dallas, Tex.

Geo. M. Boss, Grand Hotel, New York City.
S. W. Watson, 123 Maplehurst Ave., Syracuse, N. Y.
W. M. Mentz, Sinks Grove, W. Va.

B. M. Estes,
1429 Allston St.,
Houston, Tex.

Strong-Scott M'f'g. Co.,
413 So. Third St.
Minneapolis, Minn.

S. HOWES CO., Inc.
INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.

"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England

Alone in Grinding Capacity and Low Cost of Operation!

Millers: Read This Remarkable Record of Performance!

J. B. SEDBERRY, Inc.
Utica, N. Y.

In response to your request for a record of the test we made for you today with our No. 3 Direct Connected Unit Jay Bee Mill with 50 H.P.—3600 r. p. m. Howell Red Band Motor, on fine grinding of Soft Winter Wheat, we submit the following:

Using the 1-64 inch screen, the mill ground 100 pounds within 2 minutes time, which is at the rate of 3000 pounds per hour. Using the 1-32 inch screen, the mill ground 100 pounds in 1 minute and 30 seconds, which is at the rate of 4000 pounds per hour. Using the 1-20 inch screen, the mill ground 100 pounds in 1 minute, which is at the rate of 6000 pounds per hour.

In timing these runs, we counted from the time the ammeter began to rise from its normal light load reading of 25 amperes toward a reading of 150 amperes, within which the test was conducted. On that basis it will be found that the load on the motor was kept within 45 horsepower.

Samples obtained in the tests reported have been forwarded to you by parcel post and will speak for themselves in affirming our statement that they are the finest work we have ever seen produced on any single machine process, as well as the most economical we have ever seen done by any process. (Signed)

GUTWEIN MILLING COMPANY
Adam Gutwein, Francesville, Ind.

J. B. SEDBERRY, Inc.

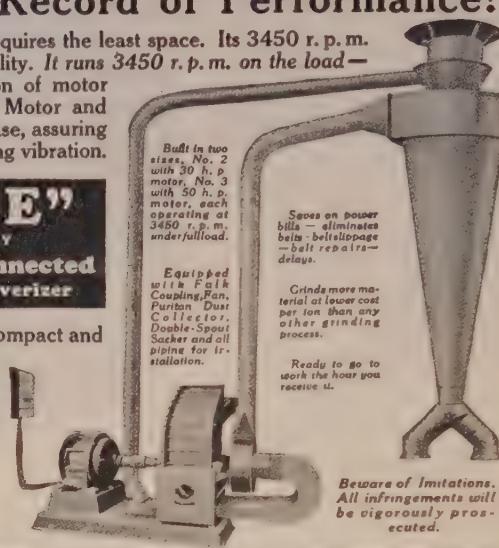
Jay Bee Direct Connected requires the least space. Its 3450 r. p. m. motor has proved its practicability. It runs 3450 r. p. m. on the load—all the time! Direct operation of motor eliminates belts and belt cost. Motor and mill on same substantial iron base, assuring perfect alignment and eliminating vibration.

"JAY BEE"
J. B. SEDBERRY
Standard Direct Connected
Crusher • Grinder • Pulverizer

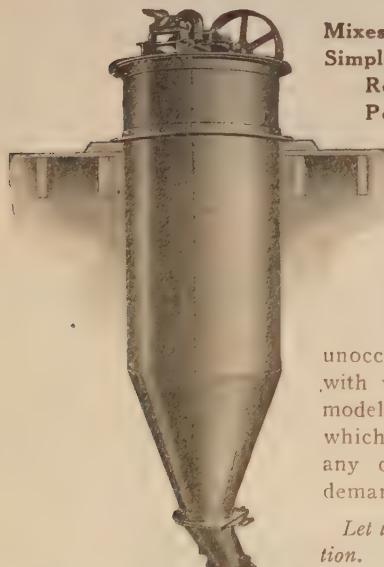
Jay Bee units are complete, compact and automatic in every respect. Feeding, grinding, relieving the mill of the finished product is completed in one continuous operation, eliminating the use of auxiliary conveying equipment.

Write for full descriptive literature and price

132 HICKORY STREET
UTICA, N. Y.



UNIQUE VERTICAL BATCH MIXER



Mixes Quickly and Thoroughly
Simple to Install and Operate
Requires Little Power
Positively Cleans Itself

Here is a feed mixer that will efficiently and economically turn out well mixed soft dairy feeds and scratch grains for poultry—one that can be placed in any unoccupied corner of your plant with very little expense for remodeling or installing; and which is always ready to mix any class of feed your trade demands.

Let us send you complete information. Write for Bulletin No. 32.

ROBINSON MFG. CO.
42 Robinson Bldg. Muncy, Penna.
CHICAGO OFFICE—111 W. JACKSON BLVD.

A CAR-MOVER WITH THE "PUSH"



Order one on 30 days' FREE

TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

Get it from your dealer

The New Badger
ADVANCE
Car-Mover Co.
Appleton, Wis.

Look for the word
"New Badger"—it identifies our product

Record of Cars Shipped

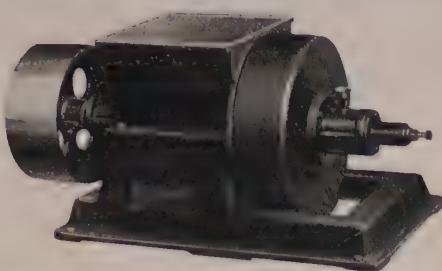
This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½ x 12 inches, and contains 160 pages of ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL
309 So. La Salle St.
Chicago, Ill.

DREADNAUGHT EAR CORN CRUSHER

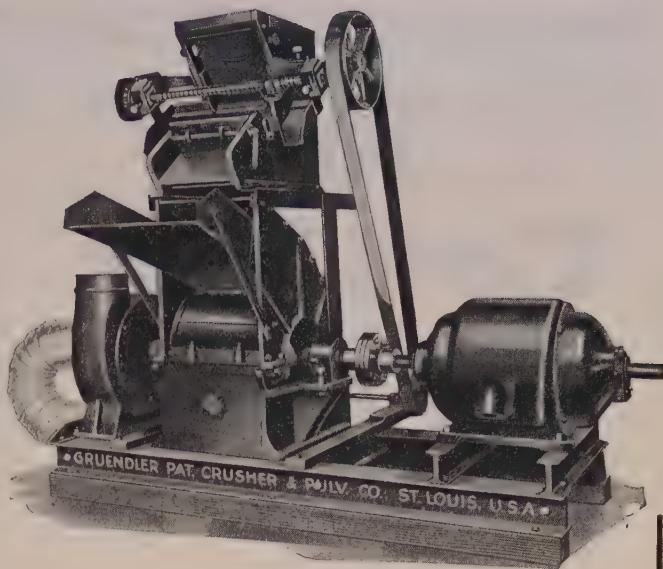


SUPERIOR CONSTRUCTION

Compare the Dreadnaught Crusher with the old style upright machine! The complicated machinery and poorly fitting parts of the latter inevitably result in lost power, uneven product, and high cost of operation. A glance will tell you the superiority of the Dreadnaught, and a trial will prove it.

WRITE FOR BULLETIN D.

BRYANT ENGINEERING COMPANY
PORT HURON, MICHIGAN



You Don't Have to Pay a Penalty in Power and Price to Get Capacity and Fine Uniform Product.

Forget the idea that large capacity requires large, expensive machinery and power. The new GRUENDLER WHIRL BEATER and PEERLESS, light running, high speed feed grinders do the work at *one-half the power* formerly used, absolutely free from vibration by the use of a most scientific balancing method.

Latest Automatic Start Ball Bearing Motor takes less line current than limits set by National Electric Light Association and highly recommended by every Central Power Station.

Latest Magnetic or Pneumatic Metal Catcher, which is positive and "Fool Proof" reduces your insurance premium to a minimum.

Positive Automatic Feeding Prevents Overloading. Sturdy construction, built by skilled mechanics with long years of service, gives you the assurance of twenty-four hours' continuous duty, day in and day out.

The "HALSTED" HAS NO EQUAL



No Seal Rings
Scientific
Wick Oiler Bearings

Positive Feed
Economical

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.
Incorporated
SYRACUSE, N. Y., U. S. A.

The GRUENDLER AMERICA'S MOST FAMOUS FEED MILL

(Ask the Elevator Operator Who Runs One)

We are eager to have you prove all the GRUENDLER is claimed for, then you will know what has come to be the trade mark in every Elevator Operator's mind.

Write us for cost and figures

Gruendler Patent Crusher & Pulverizer Co.
948 North First St., St. Louis, Mo.

No Time Lost Here



The miller finds that the Ford truck backs up close to the platform quickly. The labor of loading is small and the time required is short. When ready, the trip is made rapidly and safely regardless of road conditions. Unloading then becomes as simple as loading.

The Robbinsdale Feed Mill Co. of Robbinsdale, Minn., use Ford Trucks for shipping flour, feed, straw and hay to the retail trade in the city and surrounding territory. Ford units have been used by this company for seven years and each of the present trucks is run at a daily expense of \$1.90 for fuel, maintenance and depreciation.

You can secure rapid and dependable service just as other Ford owners do. See your nearest Authorized Ford Dealer. He can tell you how time is saved and money made with Ford trucks.

**Ford One Ton Truck
With Stake Body and Closed Cab \$515**

Starting Equipment \$65 Extra. All prices f. o. b. Detroit

Ford Motor Company
Detroit, Mich.

Ford
CARS TRUCKS TRACTORS

GRAIN ELEVATOR BUILDERS

THE VALUE OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

L. D. Rosenbauer, Pres.
H. P. Roberts, V. Pres. **L. W. Lednerwood, Sec.**
 A. E. Owen, Supt. Cons.

**Southwestern Engineering
Company**

Designers and Builders of

**MODERN MILLS,
ELEVATORS and
INDUSTRIAL PLANTS**

SPRINGFIELD, MO.

A. F. ROBERTS
ERECTS ELEVATORS
FURNISHES CORN MILLS
WAREHOUSES
PLANS
ESTIMATES
MACHINERY
KANSAS

J. E. STEVENS
53 Devonshire St. Boston, Mass.
Designer and Builder of
MODERN GRAIN ELEVATORS

RELIANCE Construction Co.

Indianapolis, Ind.

Read the Advertising pages.
They contain many stories of interest.
The ***Grain Dealers Journal*** pre-
sents only reputable concerns.

YOUNGLOVE CONSTRUCTION CO.

Grain Elevators, Transfer Houses and Coal Pockets *Wood or Concrete*

Concrete Pits that ARE Waterproof

418 Iowa Building - Sioux City, Iowa

C. T. Stevens C. E. Roop C. B. Barutio
Stevens Engineering & Construction Co., Incorporated
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
319 BUDER BUILDING ST. LOUIS, MISSOURI

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

CRAMER BUILT
is the mark designating the best in Granite
Elevator Construction at normal prices.
W. H. Cramer Construction Co.
NORTH PLATTE, NEBR.
Plans and Specifications Furnished

HICKOK Construction Co.
MINNEAPOLIS **ELEVATORS**

★★★★★ The Star Engineering ★★★★
GEO. A. SAATHOFF

The Star Engineering Company
Specialists in
**CONTRACTOR and
ELEVATOR BUILDER**
Mayer Hotel Peoria, Illinois

Grain Elevator Construction
Our elevators stand every test.

HORNER & WYATT
Designers of
Flour Mills and Grain Elevators,
Warehouses, Power Plants and
Industrial Buildings.

WANT A JOB?
Advertise in the "Situation Wanted" columns of the Grain Dealers Journal.

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

GRAIN and COAL ELEVATORS
T. E. IBBERSON CO.
CONTRACTING ENGINEERS
MINNEAPOLIS MINN.

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

The GRAIN DEALERS JOURNAL

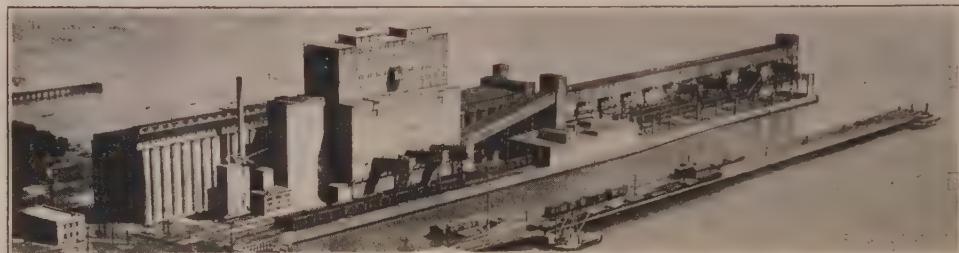
Operated by
The Eastern Grain,
Millard Elevator
Corporation



Concrete-Central
Elevator, Buffalo, N.Y.
Capacity
4,500,000 Bushels

Designed and Built by
Monarch Engineering Company
Buffalo, N.Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

The Northern Central Elevator, Baltimore—The Most Modern Elevator in the World

Designed and Constructed by
James Stewart and Company, Inc.

Grain Elevator Dept., W. R. Sinks, Mgr.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World

1210 Fisher Bldg., Chicago, Ill.



One of a Group of Elevators

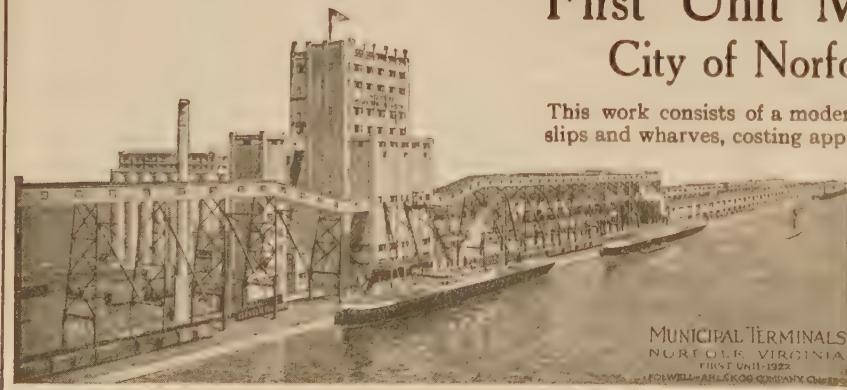
Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.
The Saskatchewan Co-operative Elevator Co., Limited.
The Grain Growers' Grain Company, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS
Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.

First Unit Municipal Terminals, City of Norfolk, Virginia, U.S.A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

Folwell-Ahlskog Co.
Engineers and Constructors
Chicago, Illinois, U.S.A.

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

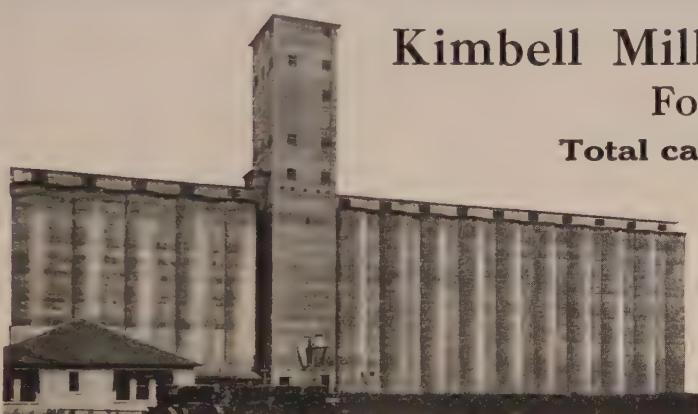
Minneapolis, Minn.

Fort William, Ont.



Kimbell Milling Company Elevator Fort Worth, Texas

Total capacity 800,000 bushels



First unit including headhouse with 550,000 bus.
storage completed 1924; second unit of 250,000
bus. storage completed early in 1925.

Designed and Built by

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

706 Mutual Bldg.

Kansas City, Mo.

"A 1923 model that speaks for itself"

Baltimore & Ohio R. R.
Baltimore



John S. Metcalf Co.
Grain Elevator Engineers

108 S. La Salle Street
Chicago, Ill.

54 St. Francois Xavier
Street
Montreal, Que.

also at

Melbourne,
Australia

Buenos Aires,
Argentina

Vancouver, B. C.

London,
England

SULPHUR

Highest quality for bleaching grains. Guaranteed 99.5% pure and
entirely free from arsenic. Quick shipment
from mines or nearby stocks.

TEXAS GULF SULPHUR COMPANY

GENERAL OFFICES:
41 E. 42nd St.
New York
N. Y.

MINES:

Gulf
Matagorda County
Texas

WESTERN REPRESENTATIVE:

F. W. Lewis
7 So. Dearborn St
Chicago, Ill.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

NORTHERN INDIANA—10,000 bu. iron clad elevator for sale, nearly new, with feed house attached. Lock Box 241, LaGrange, Ind.

SEVERAL GRAIN ELEVATORS for sale at small stations in Northern Illinois, also handling lumber, coal and other sidelines. Holcomb-Dutton Lumber Co., Sycamore, Ill.

N. W. MISSOURI—Good 10,000-bu. elevator for sale in good town. Wheat in bins and wonderful corn prospect. \$7,500. Half cash if desired. Address 55R6, Grain Dealers Journal, Chicago, Illinois.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

CENTRAL OHIO Wheat Section—Good 10,000 bushel elevator for sale; electric power; Monitor Cleaner. No competition in grain or feed. Selling out because of poor health. For further particulars communicate direct with owner, C. J. PFAU, Bolivar, Ohio.

GRAIN AND ELEVATOR BUSINESS.

Thoroughly modern, fireproof Minneapolis 600,000 bu. grain elevator property, well located, excellent shipping facilities, good will and going business offered for sale. Attractive price. Cereal Products Co., Manitowoc, Wis.

THE WANTED - FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

IOWA—45,000 bu. elevator for sale; excellent condition; concrete coal house 14x70; corn crib 8x88; live town, nearest towns east and west 14 miles, north and south 7 miles; big territory; only live stock buyer; also carry feed lines. Must dispose of property before July 1st on account of ill health. Write 54J1, Grain Dealers Journal, Chicago, Ill.

LINCOLN, NEBRASKA—Terminal Elevator for sale; 90,000 bu. capacity; reinforced concrete throughout; low insurance; electric power; modern equipment—grain drier, cleaners, etc. Favorable trackage on all railroads. No encumbrance. Liberal terms of payment. An ideal terminal elevator proposition. For further particulars address Mrs. J. S. Ewart, 2727 "P" St., Lincoln, Nebr.

KANSAS—Four elevators for sale in the best wheat belt in Kansas; all in excellent condition and doing good business. Will sell for cash or on terms to suit. These elevators are all in small boundary, two in one town and two not over 6 miles from town. Will also sell nice home in the town with 15 acres of land. Price on all reasonable for cash. Write Post Office Box 101, Larned, Kansas.

ILLINOIS—12,000 bu. house on main line A. T. & S. F. for sale, in the corn and wheat belt. Big corn crop to handle this winter. Splendid opportunity to handle Mill Feeds, Coal, Lumber, Tile, Gravel, Cement, Fencing, etc. No competition whatever. This is a real opportunity. Price \$2,500.

CONSUMERS' FUEL & FEED CO., Galesburg, Illinois.

ELEVATORS FOR SALE.

INDIANA—40,000 bu. iron clad elevator for sale. Address Box 347, Royal Center, Ind.

INDIANA Elevator at a 400,000 bushel point, must sell. Sickness. Wonderful corn crop in immediate prospect. Address 55U20, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator for sale. Wabash R. R., with office, coal bins, etc. Plenty of grain to handle. Price \$8,500. Address 55T30, Grain Dealers Journal, Chicago, Illinois.

TEXAS—24,000 bu. modern electric power cribbed elevator for sale, retail coal and feed, in Texas Panhandle's best hard wheat and Milo belt, with large acreages each—at bargain, \$14,000, part terms.

W. J. BURKE, Floydada, Texas.

INDIANA—20,000 bu. grain elevator for sale; coal shed, large lumber shed, two good warehouses, carpenter shop, office with scales. Wish to retire from business. Communicate direct to Geo. C. Baker, Laketon, Ind.

FOR SALE—A good grain business in Mo. valley with country connections furnishing business. \$10,000 will handle and will take cash, securities or farm land. Sickness. Address 55R5, Grain Dealers Journal, Chicago, Ill.

NORTH CENTRAL KANSAS—Two houses on main line Rock Island for sale, having the best possible outlet to most markets, being in first class wheat, corn and alfalfa land. Reason for selling, old age. Address 55V2, Grain Dealers Journal, Chicago, Ill.

MICHIGAN—Grain elevator, coal yard, big warehouse, new home with all modern conveniences for sale; electric power; very good retail business; no competition. Everything is in A1 condition. Reason for selling, wish to go to Florida. Portage Elevator, Portage, Mich.

ILLINOIS—Elevator of 17,000 bushels capacity at Creston for sale, on Chicago & Northwestern main line in Ogle County. Fine chance for feed mill in building on premises. Fine grain section. Small amount of cash will handle and will invoice stock of coal and feed to purchaser.

E. B. TABOR, Owner, Creston, Ill.

MARIBEL, WISCONSIN

GRAIN ELEVATOR AND FEED WAREHOUSE including grain buyer's residence. Electric power. New Monarch feed mill for custom grinding. Going business. Inventories at \$22,000. Offered at \$10,000 for quick sale account death of principal owner.

F. A. Miller, Lock Box 287, Manitowoc, Wis.

BARGAIN IF TAKEN AT ONCE—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE.

S. W. IOWA—10,000 bu. elevator for sale; modern; almost new; on C. B. & Q. R. R. Address 55T19, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—Two 50,000 bu. elevators for sale in the heart of the Illinois Corn Belt. One in a splendid up-to-the-minute town. Address 55U4, Grain Dealers Journal, Chicago, Ill.

EASTERN NEBRASKA—Modern elevator together with lumber yard for sale. Good corn crop to handle. Also cribbed elevator, good town. No competition. Address 55U6, Grain Dealers Journal, Chicago, Illinois.

INDIANA—Well located elevator for sale in good city of 10,000, in heart of best farming district in Indiana. Good reason for selling and low price. Address 53Q31, Grain Dealers Journal, Chicago, Illinois.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

MILLS AND ELEVATORS FOR SALE.

KANSAS—Mill and Elevator for sale; well equipped mill, elevator and feed outfit with separate office building. Good grain country. Well located and doing business. Price \$5,200. Write 55Q8, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—400 bbl. mill, 30,000 bu. elevator adjoining. Also 10,000 bu. station nearby. Two large warehouses on track. Transit privileges. Two main hard roads. Whole or $\frac{1}{2}$ interest can be bought right. Address 55W4, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE OR LEASE.

INDIANAPOLIS, IND.—150,000 bu. capacity grain elevator for sale or lease, modern, fully equipped. Reasonable terms. Address Falender Realty Co., Indianapolis, Ind.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

ELEVATORS WANTED.

WANT TO TRADE 320 acres unencumbered Montana land for elevator that is free from encumbrance. Write Box 25, Hobson, Montana.

FOR EXCHANGE.

NORTH DAKOTA—25 bbl. mill now running, wish to trade for land in Minn. or Dakotas. Write 55W3, Grain Dealers Journal, Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

DIRECT REDUCTION GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a base wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12 $\frac{1}{4}$ x13 $\frac{1}{4}$ inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

GRAIN DEALERS JOURNAL
309 So. La Salle Street
Chicago, Ill.

Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu. Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 $\frac{1}{4}$ x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.55; weight 2 lbs.

Grain Dealers Journal
309 So. La Salle St., Chicago, Ill.

Grain Receiving Ledger

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its numbered pages of linen ledger paper, size, 8 $\frac{1}{4}$ x13 $\frac{1}{4}$ inches, is ruled for 42 wagon loads. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with keratol back and corners.

Form 43—200 pages, \$3.25
Form 43XX—400 pages, \$5.50

Grain Dealers Journal
309 So. La Salle St., CHICAGO, ILL.

A Kansas dealer, who advertised his elevator for sale in the Journal, at a stipulated price, received so many replies from prospective buyers he decided to keep it.

SITUATION WANTED.

WANTED—Position as traffic man in milling and grain trade in Ohio. Address Alfred S. Colton, Bellefontaine, Ohio.

POSITION wanted as manager Farmers' Elevator; 14 yrs.' experience; understand sidelines, books; best of references. Address 55W11, Grain Dealers Journal, Chicago, Ill.

WANTED position as manager of Grain Elevator; have had 12 years' experience in grain and sidelines; prefer Illinois or Iowa. Address 55T8, Grain Dealers Journal, Chicago, Ill.

WANTED position as manager or solicitor for some good grain business; 20 years' experience; best of references furnished. Would buy an interest in something good. Address Ellard Benedict, Oxford, Indiana.

POSITION wanted by man of long experience in receiving and distributing departments of successful grain firm. Has large acquaintance in the trade, good reputation, earnest worker. What have you? Address Responsible, 55W5, Grain Dealers Journal, Chicago, Ill.

HELP WANTED

WANTED—Licensed Grain Inspector or one who can qualify, for a point in Southern Indiana. Must know Hard Wheat. Give references and salary expected in first letter. Address 55W2, Grain Dealers Journal, Chicago, Ill.

SALESMEN WANTED in all sections to distribute one of the oldest lines of Corn Shellers, Grain Cleaners, Drags and other elevator equipment. Address Sidney Grain Machinery Company, successors to the Philip Smith Mfg. Company, of Sidney, Ohio.

WANTED—Sales manager for mixed feed plant in Southern state, business already established and growing, good place for right man. Give age, experience, etc., in first letter; all correspondence will be treated confidential. Write 55T20, Grain Dealers Journal, Chicago, Ill.

WANTED—Men for high class proposition who can join up with a rapidly growing organization. We need men who have had experience in managing country elevators and who understand country town conditions. Exclusive territory; no canvassing. State age, experience, present occupation first letter. Address Williams, 311 Durley Bldg., Bloomington, Ill.

PARTNER WANTED.

WANTED active partner. Will sell half interest in elevator (Clinton County). Address J. C. Jordan, Colfax, Indiana.

PARTNER wanted to take management of Indiana elevator. Fine territory. Address 55U21, Grain Dealers Journal, Chicago, Ill.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

WANTED partner in milling, grain and wholesale business. A fine proposition for the right man. Will accept good property in exchange or carry back part. Address Hawarden Roller Mills and Elevator, Hawarden, Iowa.

PARTNER wanted who can invest \$50,000 to \$75,000, representing one half interest in established, going grain business, owning and operating their elevator at most advantageous terminal point in the middle west. Address 55V7, Grain Dealers Journal, Chicago, Ill.

N. E. IOWA—Growing feed manufacturing business, in a section rapidly turning to dairying and poultry raising, needs partner with some money to help manage and finance business. Splendid opportunity for the right person. Address 55U3, Grain Dealers Journal, Chicago, Illinois.

INVESTMENT.

WANT TO BUY an interest and take management indep. elevator. If you have a going business that will stand investigation write 55V5, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FAIRBANKS TRACK SCALES, 35 and 86 ft. double beam, 150-ton type, almost new. Address Western Salt Company, 208 Huntzinger Bldg., Kansas City, Mo.

HOWE 5 ton scale for sale, used very little. Price \$60 for quick sale. Will guarantee it to be in excellent condition. Write or wire Farmers Elevator Co., Calamus, Iowa.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

FAIRBANKS TRACK SCALE for sale serial No. 115155, capacity 140,000 lbs., beam graduated to 12,000 lbs., balance beam graduated to 1,000 lbs., size of platform 7 ft. by 42 ft. William O. Goodrich Co., Milwaukee, Wis.

FOR SALE—One 4 bu. Richardson and two Richardson 8 bu. automatic scales. All self compensating; fine condition. One 8 bu. Avery; one R. R. track scale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

ENGINES FOR SALE.

GAS ENGINE—30 h. p. Stover, excellent shape. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

USED STOVER Kerosene Engines, one 10 H. P. and one 14 H. P. for sale, reasonable. C. M. Baker, 518 Schaefer, Kansas City, Mo.

WATERLOO Tractor Engine, 25 H. P., for sale, good as new, used only one year. A very good bargain. Portage Elevator, Portage, Mich.

CHANTICLEER 7 H. P. Engine with 24 inch 6 inch face clutch pulley and magneto. Price \$60.00 for quick clearance. Guaranteed perfect running order. Galt Grain Co., Galt, Ill.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

MACHINES WANTED.

WANTED—1500 lb. capacity Monarch or Eureka corn cracker and grader. Address Keith Milling Co., Canton, Ohio.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

The GRAIN DEALERS JOURNAL

MACHINES FOR SALE

OWENS DUAL CLEANER No. 50 for sale, good as new. Big discount. Address B. C. Clement, Elmwood, Wisconsin.

ATTRITION MILLS—22" Bauer, 18" and 24" Dreadnaught; Triumph Sheller and repair parts L. F. Perrin, Box 375, Port Huron, Mich.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

ALL STEEL MANLIFT
Satisfaction Guaranteed
Enterprise Utility Manufacturing Co.
742 Webster Bldg. Chicago, Ill.

ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—One 24 in. Sprout-Waldron motor driven attrition mill with two 20 HP, 60 cycle, 3 phase, 220 volt motors. Mill used only 60 days. A bargain. Price \$950. Address 55W6, Grain Dealers Journal, Chicago, Ill.

FOR SALE—1 portable bagging scale; 1 No. 7 Invincible Cracked Corn Separator; 1 double stand 9x30 Barnard & Leas Moline Roll, Le Page cut; 1 Brown Portable Bag Piler; 1 two pair high 9x24 Great Western Roll. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

W. R. Leathers, Mgr.
9 S. Clinton St. Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm _____

Capacity of Elevator

Post Office

State _____

MACHINES FOR SALE.

FOR SALE—Sandwich Portable Four Hole Corn Sheller with Extension Feeder, almost good as new. H. B. Campbell, Welch, Okla.

ATTRITION MILL.

Two 36-in. Bauer Ball Bearing Attrition Mills cheap for quick sale. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

INVINCIBLE Horizontal Oat Clipper No. 2 for sale, used very little, in good condition. Farmers Elevator Co., Garden Plain, Kansas.

FOR SALE—1 new 6 bu. Richardson Automatic Grain Scale. New shaft hangers and pillow blocks. D. C. Motors, 5 to 150 H. P. Ventilating Fans and Blowers. EASTMAN KODAK CO., Kodak Park, Rochester, N. Y.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

NEW AND USED MILL AND ELEVATOR MACHINERY

We have a large stock of good machinery at attractive prices. Cleaners, scourers, hammer mills, attrition mills, Bowsher and Kelley Duplex Feed Mills, Corn Rolls, Cracked Corn Graders, Corn Scourers and Corn Shellers. Complete stock of transmission equipment. Send us a list of what you need, we can save you money.

H. C. DAVIS,

Warehouse and office at Bonner Springs, Kansas. P. O. Box 393.

DYNAMOS—MOTORS.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the *Grain Dealers Journal*—the medium for power bargains.

GRAIN FOR SALE.

WANTED more interior customers for shelled corn and oats. Otis J. Bear, Kempton, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burke Co., Springfield, Ohio.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY— for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.25 per hundred f. o. b. Chicago. Sample mailed on request. *Grain Dealers Journal*, 309 S. LaSalle St., Chicago, Ill.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912, of Grain Dealers Journal, published semi-monthly, at Chicago, Ill., for October 1, 1925.

State of Illinois, County of Cook, ss.—Before me, a notary public in and for the state and county aforesaid, personally appeared Charles S. Clark, who, having been duly sworn according to law, deposes and says that he is the business manager of the *Grain Dealers Journal*, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher, *Grain Dealers Journal*, Inc., Chicago, Ill.

Editor, R. R. Rossing, Chicago, Ill.

Managing Editor, Charles S. Clark.

Business Manager, Charles S. Clark, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

Charles S. Clark, 309 South La Salle St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)—None issued.

4. That the two paragraphs next above giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

CHARLES S. CLARK,
Business Manager.

Sworn to and subscribed before me this 10th day of October, 1925.

JOHN A. AITKINS.

(My commission expires Nov. 28, 1928.)



**HAY
SPECIALISTS**

SEEDS FOR SALE—WANTED

Directory

Grass and Field Seed Dealers

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COBURG, IOWA.

McGreer Bros., whlse. seed corn our specialty.

CONCORDIA, KANS.

Bowman Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

Crawfordsville Seed Co., seed merchants.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.

Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

SEEDS FOR SALE.

SHIPPERS OF SUNFLOWER SEED in car-load lots or less. Eberts Grain Company, Louisville, Ky.

FOR SALE—Hog, Siberian, Early Fortune and Common Millet. Sudan. Can furnish in straight or mixed cars. Address Reimer Smith Grain Co., Holyoke, Colo.

BUCKWHEAT

In carlots or less.

Eberts Grain Company, Louisville, Ky.

SEEDS WANTED.

WANTED—New crop field and grass seeds. Mail average samples. J. G. Peppard Seed Co., Kansas City, Mo.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds for Sale—Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

You Can Sell— Your Elevator

by advertising directly
to people who want to
buy, by using a

Grain Dealers Journal
Want Ad.

Kraus & Apfelbaum

Ft. Wayne, Ind.

Wholesale

Field Seed Dealers

Our AA Brands stand the test.
Ask the dealers who buy them.

Dealers in the

Clover, Alfalfa and Timothy

Seed Districts, mail us your samples. We are always in the market. Let's get going with one another.



CRAWFORDSVILLE SEED CO. FIELD SEEDS CRAWFORDSVILLE, INDIANA

MINNEAPOLIS SEED CO. MINNEAPOLIS, MINN.

We are Buyers and Sellers.—TIMOTHY CLOVERS
MILLETS, Grass Seeds and Seed Grains
Send samples for bids. Ask for samples and prices

KELLOGG SEED COMPANY MILWAUKEE, WISCONSIN FIELD AND GRASS SEEDS

We Buy SEEDS

RED CLOVER
ALSIKE CLOVER
SWEET CLOVER
ALFALFA
OATS, MILLET
SEED GRAINS
TIMOTHY, ETC.

Mail Samples
For Bids

Sample Bags
Free on
Request

NORTHRUP KING & CO. Seedsman - Minneapolis, Minn.

ED. F. MANGELSDORF & BRO.
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder
Seeds, Sudan Grass, Soy Beans, Cow Peas

St. Louis, Missouri

COURTEEN Seed Company

Weekly Price List on Request.
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LOUISVILLE SEED COMPANY

Incorporated
Louisville, Ky.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES

CONFIRMATION BLANKS

Simple - Complete - Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

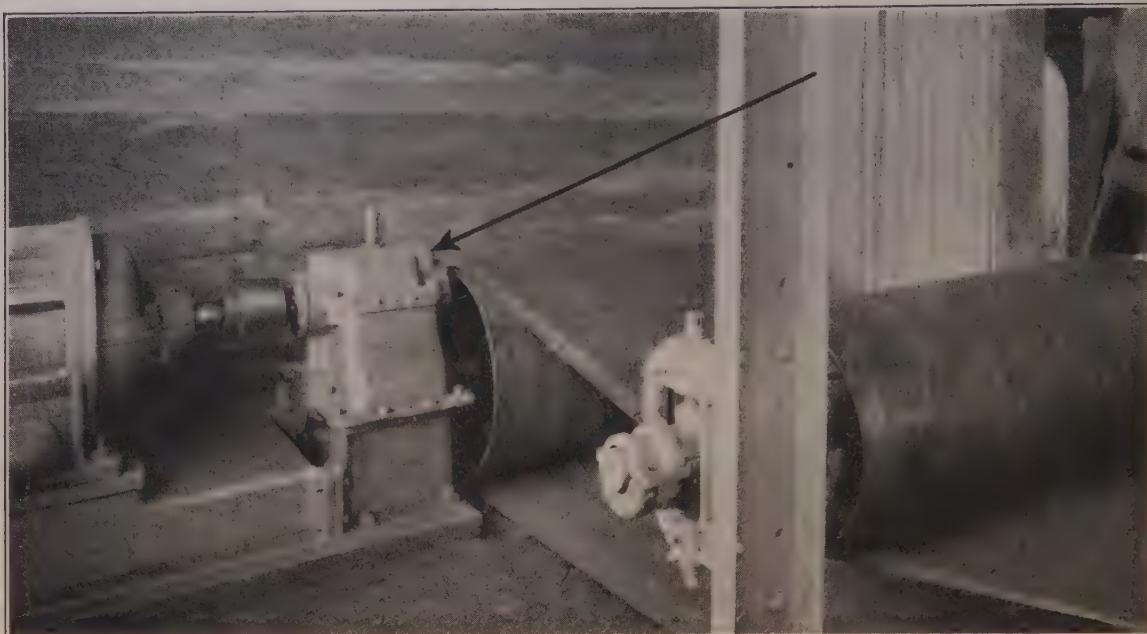
This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5 1/2 x 8".

Order form No. 6 CB, Price 90 cts.

GRAIN DEALERS JOURNAL, 309 S. La Salle Street, CHICAGO



Speed Reducers & Flexible Couplings

THE illustration above shows a Falk Herringbone Gear Speed Reducer (S-V type) driving a belt conveyor at the Wyandotte Elevator of the Southwestern Milling Company, at Kansas City, Kansas. A Falk-Bibby flexible coupling is used between the reducer and the motor.

Literally speaking, thousands of Falk Speed Reducers and Flexible Couplings are installed, not only in this country, but in all parts of the world, and are giving complete satisfaction where long life, dependable operation and uninterrupted service are matters of prime importance.

If you are interested in permanent installations, you will want to know more about Falk equipment.

Write for Bulletins

Bulletin 38
Falk Speed Reducers

Bulletin 35
Falk-Bibby Couplings

The Falk Corporation—Milwaukee

FALK

GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, NOVEMBER 10, 1925

CORN IN THE FIELDS of many sections contains so much moisture that the recent freeze is very likely to greatly reduce, if not entirely destroy the germination. The freezing of immature corn which contained considerable moisture often destroys its usefulness for seed, so elevator operators generally owe it to themselves and their farmer patrons to warn them against using such corn for seed without conducting many careful germination tests.

THE SOUTH AFRICAN government jumped into the flour business in 1920 and imported 30,000 tons which resulted in heavy losses to South African millers, many of whom are now suing for damages. If every excursion of government into business was met with a similar reception the politicians would soon confine their activities to the regulation of the people. Tax payers never condone governmental excursions into business if the venture proves a losing one because they must foot the bill.

REPUDIATION of a contract weeks or months after the other party has confirmed gives evidence of slack consideration for contracts or brother dealers. The great advantage of written confirmations to all fairminded merchants is that they facilitate the detection of misunderstandings and differences before it is too late to correct without injury to the parties to the contract. Attempting to conduct an active carlot grain business without using written contracts is courting trouble with a vengeance.

BILLS OF LADING, even though properly filled in and apparently signed by the proper officials, are not always good. A Duluth receiver who paid \$1,100 for one recently would like to get the car of wheat he expected to receive or to be confronted by the stranger who let him have the B/L "at a sacrifice."

DISCLOSURE of cutthroat competition among the Ohio dealers also brought to light at the recent meetings, the fact that one member of the Overbidder family is now being cared for at the county poor farm and another is bookkeeper for a grain dealer, who recognizes that he is not in business for the sole purpose of shipping all the grain from his section.

MILL OATS are not welcome in Alabama. In fact, the State Dept. of Agri. is so persnickety about what its animals eat that it long since insisted upon seizing and confiscating mill oats, wild oats, and like products, and now the Supreme Court of the state has upheld the department in this practice, so it behooves all shippers to route their mill oats around Alabama.

IF ALL grain dealers would use confirmation for each sale or purchase, stipulating all the essential points of the contract and providing that in the absence of special provision that other rules shall govern, then the National Ass'n trade rules shall govern both parties would be able to adjust their differences and settle their disputes with less controversy and fewer losses.

THE POOLS continue to get in bad as is reflected by the information published in this number, and what is more, the Indiana pool of wheat growers is making such a poor showing for its members that 90% of them would like to pull out and no doubt they would be much better off if they did pull out because none of the grain pools have reduced the member's expense in marketing grain.

CHAMPIONS of the state as a successful expert in any line of business will be grieved to learn that the deficit of North Dakota's state elevator and mill continues to grow. On Sept. 30th the enterprise was \$819,874 to the bad. Of course the wild eyed agitators who insist upon turning over every business enterprise to the state will deny that such a loss is possible, but the official audit of the state is responsible for the figures. Meanwhile, taxpayers go down in their pocket every month for heavy interest charges and depreciation.

FARMERS have long been encouraged to default on their contracts for the delivery of grain by the lax efforts of the grain buyers to enforce their contracts and to collect damages suffered on account of the default of the grower as is pointed out in "Asked-Answered" this number. Many country buyers have been able to collect the full amount of their loss. The stronger their evidence of the contract, and the more complete their proof of loss, the easier it is to obtain judgment. Buyers who insist upon a written contract for every purchase for future delivery help the farmers to a clear record of the transaction and encourage them to live up to their contracts.

IOWA BANKERS seem to be so confident of their limitless wisdom that they are issuing formal statements to the farmers of the state urging them to hold their corn. If the demand should decline and the supply improve in quality and increase in quantity, the price would surely decline to a point that would make the farmers accepting this wise advice very sick. The bankers must be very sure about the future of the corn market, else they would not assume such grave responsibility in advising their farmer friends.

THE AMOUNT of moisture in new corn is so large that shippers generally are averse to handling any of it until wind, cold and dry weather have had a chance to reduce the percentage of moisture to a safe figure for handling. Ohio shippers who have attempted to ship some of the new crop report that it gets hot almost before they can get it into a car, so it is very evident that the dealer who permits himself to be cajoled into buying new corn in most of the stormy sections of the temperate zone is courting real trouble.

WATER in the pit never fills the elevator operator with glee and for this reason a Kansas correspondent writes us that he has refused to build an elevator on the site granted him just across the track from railroad's water tank. He says that this tank just like many other railroad water tanks, lets more water out on the surrounding landscape than into the locomotive water tanks with the result that his pits would always be full of water if he built on the site. His foresightedness is the result of a previous flood experience under the same conditions.

OVERWEIGHT shipments of wheat are so numerous in so many terminal markets that it is very evident many shippers scales are out of order. The claim agent of the Kansas Ass'n, at the recent Atchison Meeting said that fully 20% of wheat laden cars reaching the terminals contain more grain than is stipulated in the B/L, so that had any one of the under billed shipments suffered a real loss in transit, shipper would never have been able to collect for the full amount of his loss because it was evident from the entry in the B/L that he did not know how much grain was loaded into the car. Scales which can not be depended upon for correct weights are surely very expensive.

LOADING small grain into a dirty, broken, or an unlined car is sure to result in grief for the shipper. While it is plainly the duty of the railroad company to clean its cars and to put them in perfect condition for safely delivering at destination every kernel of grain intrusted to them at initial point, the burden to make sure this is done rests upon the loader in case the carrier has failed to do its duty. It is far more profitable to make sure each car is in perfect condition to receive your grain than it is to have it leak out in transit and then waste hours of valuable time trying to collect for the loss. It is far cheaper and much more satisfactory to all concerned to prevent the loss. While it may be necessary for shippers to refuse dirty and bad order cars occasionally, the duty still rests upon their shoulders to refuse to intrust their grain to dirty, leaking, or worn out cars for transportation.

The GRAIN DEALERS JOURNAL.

FEED MANUFACTURERS and feed dealers who ship across state lines will find much of interest and considerable encouragement from the proceedings of the meeting of feed control officials which is published elsewhere in this number.

AMONG other discouraging characteristics of the new crop disclosed at the recent local meetings in Ohio which are reported in full elsewhere in this number, is the fact that little of the corn is shelling out 56 lbs. and some shippers have succeeded in getting only 51 lbs. of shelled corn out of 70 lbs. of ear corn.

THE TAX on privilege trading which is so heavy as to be prohibitive and to produce no revenue, is said by the solicitor general in presenting the matter to the Supreme Court recently to be invalid. If the law is knocked out, privilege trading will immediately be resumed with the result that it will exert a steady influence on all grain markets.

FARMERS who grow corn on \$600 an acre land year after year can't expect to realize a profit every year even though the banks extend them all the credit there is. The depression in agricultural districts afflicted with land speculation may be cheered up a bit by a liberal contribution from Uncle Sam, but no permanent benefits will be obtained until all farming is conducted with more intelligent direction.

GRAIN SHIPPERS generally at all local meetings reported in this number seem to be kindly disposed toward their competitors and unwilling to interfere with their making a living from their business, but all seem to be obsessed with the desire to handle a large volume of business regardless of the margin on which they handle it. Experienced dealers recognize that it is not necessary to insist upon an excessive margin; but unless country dealers do buy grain on wide enough margin to insure them a safe margin, they would be better off if they had never bought the grain. Depending upon the rise of the market for a profit is extremely hazardous.

SIDE TRACK AGREEMENTS, so-called, which some of the railroads have persisted in trying to force upon country elevator operators should not be signed, especially if those contracts require the elevator owner to assume responsibilities which belong to the railroad company. A Pennsylvania dealer whose query appears in this number has refused to be a party to such an unfair contract. It may be fair and reasonable for elevator operators to enter into an agreement to pay the railroad company 6% on a fair valuation of the land occupied for his exclusive use, but there is no excuse whatever for carrier even requesting the elevator owner to assume any of its responsibilities to anybody. Another most important point which elevator owners should always keep in mind when entering into contracts for lease of elevator site is that if they pay the rental asked in most cases they are fully entitled to the exclusive use of the ground both for loading and unloading. Some of the railroad real estate sharks have been so greedy they have not only insisted upon elevator owner paying an unreasonable rental, but insisted that he permit others to load and unload cars standing in front of the leased ground.

INTEREST on railroad claims if authorized by law might prod the claim agents to hurry up a bit, but it would also encourage them to reject many of the old claims because of the accrued interest.

Railroads Being Worsted in the Courts.

The "perfect seal record" was the chief defense relied upon by the C. M. & St. P. Ry. Co. in defending the suit by a shipper to recover for grain lost in transit, as reported elsewhere in this number.

"Clear Record" has won many battles for the carriers when used as a bluff to scare out a shipper, who gets letters from the claim department similar to that addressed to the Bewsher Co. by the Northwestern in another case also published in this number. The claim agent solemnly informs the shipper "There is no record of the car being in bad order."

One of these decisions is by the federal court and the other by a state court, so it is immaterial whether a suit is brought in the state or federal courts, the railroad company will have its clear record and "perfect seal record" thrown out as absolutely worthless. The courts cannot be bamboozled into thinking that a car did not leak just because the trainmen failed to notice the leak. The courts are quite aware of the fact that train crew might have been looking the other way.

Even for the railroad company's one legitimate purpose of checking up on the handling of freight and cars in transit the record is of doubtful value. Many trainmen will not report a leaking car in their train for the reasons stated by one of the speakers at the Atchison meeting reported in this number. Reporting a leaking car may bring them demerits as it did in this instance for having committed the blunder of having taken a bad order car into their train. It is safe for the crew to try to stop the leaking of the shipper's grain, but it is unsafe for them as railroad employees to make any record of the occurrence.

It is too much to hope that the claim agents will abandon the clear record as an excuse for postponing the payment of perfectly good claims, as long as their experience teaches them that a fair percentage of the shippers are ignorant of their rights, and can be bluffed out of a claim. The clear record bluff is a good one to use against farmers and scoopers who are not regularly in the grain business and who do not read the Grain Dealers Journal.

Another reason the claim agents use this bluff is that the amount in some cases is too small to warrant a shipper going to expense of starting suit. One of these suits was fought thru two courts because the plaintiff still retained the fighting spirit he had as the early sec'y of the one-time Nebraska Grain Dealers Ass'n, and the other suit was prosecuted by a line company. This matter of prohibitive expense will be remedied if the declaration by the Grain Dealers National Ass'n at its Kansas City convention in favor of national legislation allowing attorney's fee and interest on claims can be accomplished at Washington. Any congressman who declines to declare his position on such an amendment to the Transportation Act deserves to be labeled an enemy of the farmer and an ally of big business.

Carrier Liable to Receiver of Car Underloaded by Shipper.

The decision by the U. S. Circuit Court of Appeals in the case of Bewsher v. C. & N-W. Ry. Co. extends the protection of the Transportation Act and the Bill of Lading Act to the grain receivers who are victimized by country shippers.

Under Sec. 22 of the B/L Act the court held the railroad company liable to the receiver when the amount of grain actually loaded into a car is less than the amount called for on the face of the B/L. A reading of the decision, which is published elsewhere, shows that it is exactly applicable as a precedent in all future cases that may arise where buyers or receivers honor a draft for more grain than was loaded. This is the more valuable to the receivers, as, prior to the enactment of the B/L law they had no such recourse against the carrier.

This decision is right in line with public policy, as were the recent decisions holding the bank accepting a draft from a crook and forwarding same for collection, liable to all concerned, in that both these classes of decisions place the responsibility farther back where it belongs on the party whose negligence permitted the fraud to originate in the first place.

The local station agent has a better knowledge of the reputation of individuals shipping grain. He knows the regular dealer is reliable and that a scooper's alleged weights never should be placed on the B/L. So, too, the country banker is in better position to decide whether a B/L is good or fraudulent.

"Too Much Moisture."

Reports from all sections of the country are to the effect that farmers are complaining most bitterly of too much moisture. More than half of Alberta's wheat is still in the fields unthreshed, while Saskatchewan has over 25% still in the shock. Our reports from the buckwheat states published in this number show that in many sections over 50% of the crop is still in the field too damp to thresh.

Corn husking in many sections of the corn belt is delayed. Corn is so heavy with moisture as the result of the continual downpour it can not safely be stored until several weeks of dry, windy weather has dried out the corn in the field.

The sorghum crop of the Southwest has been greatly damaged in the field by the continual rains, and much of the seed coming to market is damp and discolored.

This excessive moisture will not only discourage the holding of grain, but it will reduce the marketable quality of what the farmer recovers from the field. Growers will find little satisfaction or encouragement in holding damp, tough grain which is sure to be heavily discounted in any market, and it would seem certain that as soon as this grain is in merchantable condition that the farmers will rush it to market and get what they can for it.

It behooves grain dealers everywhere to discourage any considerable movement until the grain is dry enough to handle safely. Otherwise they also will get a load of grief instead of a profit for their pains.

The Freight on the Dockage.

An Iowa country shipper protested bitterly at the annual meeting of the Grain Dealers National Ass'n against what seemed to him a purpose on the part of terminal market buyers to place all the risks on the country shipper.

Honestly complying with the rule of the carriers demanding the filling of cars, he was nevertheless docked by the terminal market buyer taking advantage of the carload rule of the National Ass'n, as stated in the report of the proceedings published in last number.

Some change was desired in the rule, but there were only a score present in the hall. Altho the chairman of the trade rules com'ite gave the complainant a sympathetic hearing, no other country shippers arose to support his contention, and the rule remains as it is.

The feeling that the National Ass'n rules are dictated by buyers who are organized to gouge the shipper in the country is unwarranted. It is not the fault of the Ass'n, nor of the grain commission merchants who attend the annual meetings that the rules favor the buyers. The Ass'n has no choice. It could adopt rules to favor the country shippers and the sellers, but the buyers would not trade on the rules.

As stated by the delegate from Boston the terminal dealers are very fussy to insist on trading on the rules of some exchange rather than on the National rules. They will not sell on the present National rules, altho fair to both parties. Some buyers will not join the Ass'n for fear they will be forced to arbitrate on the National rules.

The same holds true regarding the new rule of the Ass'n requiring the seller to pay the freight on the dockage. As stated by the country shipper from Iowa with regard to the carload rule the new rule on dockage places the burden on the country shipper. The man in the country may not have the machinery to clean out the trash to be ground into feed, returned to the farmers as is done by some millers, or shipped separately to be sold for what it is worth. Yet this valuable dockage is taken by the terminal market buyer for nothing and they even make the country shipper pay the freight on it. On sales by grade the shipper gets the worst of it. On sales by sample the shipper's terminal receiver will call the attention of the buyers to the dockage if valuable and get a higher bid than the grain alone is worth, thereby removing some of the injustice.

Carloads of flaxseed have been received at Minneapolis containing as high as 39 per cent of dockage; and 8 cents per bushel premium over the regular price of flaxseed was paid; but there is a big loss to shippers as the linseed oil mills do not pay a premium unless there is a big percentage of dockage. The oil mills do not want watergrass seed.

After the dockage has been presented to the

terminal buyer it becomes so valuable that the Chamber of Commerce in its new rules voted upon Nov. 6 provides that if grain loaded out of terminal elevators contains dockage the operators of such terminal elevators shall deliver to the party ordering the grain out additional expense bills representing a tonnage equal to the tonnage represented by the dockage. Evidently the country shipper is to be permitted to throw away the dockage on sales by grade; nay, forced to throw away its value. In fact the expense bill referred to in the foregoing rule never belonged to the buyer. The country shipper paid this expense bill.

Of course, when a practice is thoroly understood it hurts no one; and shippers as a class are not losers by paying the freight on the dockage. If receivers were to stand for freight on dockage, interest on drafts, etc., the rate of commission on sales of cash grain might have to be increased, so shippers would be no better off. Therefore these annoying charges must fairly be considered a proper expense incidental to the marketing of grain, and the recourse of the country buyer is to pay the farmer enough less to take care of all charges or install separators for removing the foreign matter from small grain before shipment.

In 1923 alone four Northwestern states paid the railroads over \$800,000 freight on dockage hauled to terminal markets. In 1924 North Dakota produced in the wheat and flax crops 19,600,000 bus. of dockage.

According to the U. S. Dept. of Agriculture the dockage in 1924 included 15,000,000 bus. of wild oats, said by the Department's marketing specialist to have sold on the terminal markets for \$5,000,000.

Seller Can Accept After Expiration of Time.

The Cleveland Grain & Milling Co., Cleveland, O., plaintiff, sold thru a broker 30,000 bus. of oats to the Christie-Myers Feed Co., Clarksburg, W. Va., defendants, the broker having an understanding that wires must reach the Cleveland Co. for acceptance before 10:30 a. m.

The telegram closing the contract was filed by the broker at Clarksburg at 10:03, and was received by plaintiff at 10:58. Nevertheless the plaintiff immediately booked the order Sept. 2, 1920. The broker sent defendant written notice that the contract had been made, but not until many weeks had passed did the defendant re-pudiate the contract.

The court, in affirming a judgment in favor of the plaintiff for \$7,740.62 said "There is no evidence that the defendant knew anything about plaintiff's requirements that the broker's telegrams should reach it by 10:30. Obviously, the plaintiff might, if it chose, ratify a sale, the report of which reached it 28 minutes later than the hour it had previously prescribed. The evidence that it did so, and never for a moment dreamed of doing otherwise, is abundant and is uncontradicted."—6 Fed. Rep. (2d) 797.

Judgment Against Railroad on Clear Record Claim.

The defense made by the Chicago, Milwaukee & St. Paul Ry. Co. in a suit brought by the Great Western Grain Co. to recover for loss of grain in transit was that the amount of grain loaded had not been proved, that there was no proof any grain had been lost in transit, that the car was in good condition when loaded and when delivered at destination; that it had what is known as a "perfect seal record" from Ashton, S. D., to Minneapolis, Minn., and that no leaks were observed by trainmen or inspectors while the shipment was in transit.

The railroad company claimed that there must have been a mistake in weighing the wheat at the mill of the Washburn-Crosby Co. when unloaded at Minneapolis; that the state weighmaster's certificate is based on hearsay and not on personal knowledge; and that the discrepancy in weights is so great that the car could not have been the one described in the B/L.

On Aug. 18, 1920, at Ashton, S. D., defendant received from plaintiff a carload of wheat for transportation to Minneapolis. It issued a straight B/L in the standard form approved by the Interstate Commerce Commission, in which plaintiff was named as both shipper and consignee, and the shipment described as follows:

"P. R. R. car No. 40292, bulk wheat loaded full viz cap'y. Weight subject to correction 91020."

On August 20th the car arrived at the Bass Lake yards in Minneapolis, where a state sampler went into it and took a probe sample. He found a high load, that is, the grain was at least six feet in depth. He also found a leak through one of the grain doors which he characterized as a minor one. It appears to be conceded that, if the grain was over six feet in depth, the car must have contained approximately 91,020 pounds. On Aug. 23 the car was unloaded at the Washburn-Crosby Company's mill and the wheat weighed. Its weight was 73,450 pounds, or 17,570 pounds less than the amount stated in the B/L. This action was brought to recover for the alleged shortage, and resulted in a judgment in plaintiff's favor, from which defendant appealed.

To maintain its claim, plaintiff offered in evidence the B/L, the certificate of the state weighmaster showing the weight of the wheat at the mill, proof of the value in the Minneapolis market of wheat of the grade shipped, and proof that the freight charges on the car were paid on the basis of 73,450 pounds of wheat.

The court held that all the plaintiff, Great Western Grain Co., had to do was to introduce the B/L and the weighmaster's certificate, in order to establish a *prima facie* case. The Minnesota Supreme Court said:

Upon the authority of National Elevator Co. v. G. N. R. Co., 137 Minn. 217, 163 N. W. 164, it must be held that the introduction in evidence of the B/L, and the weighmaster's certificate, followed by proof of the value of the wheat, established a *prima facie* case of liability on the part of the defendant. Defendant's counsel contend that National Elevator Co. v. G. N. R. Co. is not authority here, because this was an interstate shipment not made under an order B/L held by an innocent purchaser. Lowitz v. C. St. P., M. & O. Ry. Co., 136 Minn. 227, 161 N. W. 411, is cited in support of the contention. It was there held that, in the case of an interstate shipment, the Minnesota statute (section 4325, G. S. 1913), which makes it unlawful to issue a B/L before all the property described therein has been received by the carrier, cannot be given effect if, through mistake, the bill was issued although no goods were received. The decision was based on Adams Express Co. v. Croninger, 226 U. S. 491, 33 S. Ct. 148, 57 L. Ed. 314, 44 L. R. A. (N. S.) 257, holding that federal legislation relative to interstate shipments has superseded all state regulations. See, also, C. R. I. & P. Ry. Co. v. Hardwick Farm, Elev. Co., 226 U. S. 426, 33 S. Ct. 174, 57 L. Ed. 284, 46 L. R. A. (N. S.) 203.

The fact that we are here concerned with an interstate shipment is not important. That portion of section 4865, G. S. 1923, which makes a B/L admissible in evidence in any case pending in any court in this state as *prima facie* evidence of the weight of the goods described therein, is merely declaratory of the general

Courtesy

is the Gulf Stream in business that melts the tremendous mountains of icy indifference and sends the old ship of trade safe into the harbor of success.

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rule that a B/L is always *prima facie* evidence of the receipt by the carrier of the goods described. Hutchinson, Carriers, § 158. The rule is clearly stated in *Vanderbilt v. Ocean S. S. Co.*, 215 F. 886, 132 C. C. A. 226, where a shipment of lumber was involved. The court said:

"A B/L has a twofold character. It is a contract to transport and deliver the goods to the consignee upon the terms specified in it; and it is also a receipt as to the quantity and description of the goods shipped. * * * So far as it constitutes a receipt it is like other receipts, subject to be contradicted or explained by proof as to the facts. * * * A carrier is not therefore conclusively bound by the statement contained in a B/L as to the quantity of lumber received. The court below stated that 'the B/L *prima facie* binds the ship and its owner.' And no doubt that ordinarily is the case."

We are of the opinion that the introduction in evidence of the B/L, and the weighmaster's certificate made a *prima facie* case for a recovery by the plaintiff, and that the ultimate question is whether defendant produced sufficient evidence to overcome the effect of these two documents. It is difficult to account for the great difference in the weight of the wheat at Ashton and at Minneapolis, in view of the evidence of the absence of a leak of any consequence, the proof of the seal record, and the lack of opportunity for a thief's removal of any great quantity of wheat from the car while it was in the Bass Lake yards. However, the trial court concluded that the presumptions in plaintiff's favor were not overcome; and a careful examination of the record has satisfied us that the findings are not manifestly contrary to the evidence.

Judgment affirmed.—204 N. W. Rep. 47.

Tax on Privileges in the Supreme Court.

Solicitor-General Mitchell has filed a brief for the government in the suit by H. P. Trusler of Emporia, Kan., to have the tax on trading in puts and calls declared invalid.

Altho he argued in favor of the constitutionality of the Act the solicitor-general filed a supplemental statement Nov. 9 that in his personal opinion the law was invalid.

The law pretends to place a tax on privilege trading in reliance on the power of Congress to levy taxes; whereas this is but a false pretense, since the tax is and was intended to be prohibitive. No revenue has been collected under the law. The Congress has not the power under the constitution to prohibit trading in puts and calls.

The Federal Trade Commission has full power to carry out the investigation of the alleged bread and tobacco trusts, is an opinion given Oct. 27 by Attorney-General Sargent. But that would help no one.

Another Pool in Bad.

Following the usual method of pooling organizations the Miami Valley Tobacco Growers Ass'n in Ohio started on the proverbial shoestring, obtained nearly 5,000 members and started operations. It promised to give the growers 6 cents per lb. for their tobacco as the initial payment and warehouse certificates, presumably negotiable papers, for the rest.

The pool failed to make any payments and members started to obtain an injunction against the pool officials. Such certificates as had been given proved to be only records of due dates, entirely unbankable in as much as the pool had already borrowed to the limit on the tobacco received.

Week before last the Tobacco Growers Ass'n released 2,580 of its members, well over half, from their contracts, rather than suffer the injunction being brought by them because the pool had paid nothing on the tobacco turned over to it, while independent growers had been getting 15 cents a lb.

Now a letter has been sent to the remaining members of the pool asking them whether they wish to continue the operation of the Miami Valley Tobacco Growers Ass'n or be released from their contracts. It is safely predicted by reliable informants that the answers will be in favor of discontinuance and that the pool having spent the money of its members, will be dissolved.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Decisions Favorable to Ass'n Activities

Grain Dealers Journal: We understand there have been some recent court decisions in favor of trade ass'ns doing away with unfair competition, and would like to know how far an ass'n can go in controlling its members.—J. S. T.

Ans.: There has been no change in the law. A change has come over the courts in interpreting the statutes. They have now gone back to the old and sane view that an ass'n is innocent until proved guilty. An actual conspiracy must be shown to fix prices, or restrict production or destroy competition. Now an ass'n can standardize production methods and marketing policies, disseminate information on costs and margins or profit and credits and hold conferences on market news and information.

W. T. Donovan, assistant to the attorney-general of the United States, says he believes trade ass'ns have important work to do in a constructive way.

Damages for Farmer's Failure to Deliver?

Grain Dealers Journal: In July, 1924, we purchased 1,000 bus. of wheat from a farmer at \$1.05 for July delivery. The farmer refused to deliver, and we are entering suit against him for \$240, or 24 cents per bushel. What are our chances to collect?—Central Erie Supply & Elevator Co., Prout, O.

Ans.: Many grain buyers in Illinois and Iowa have recovered damages in full on such contracts, even when the jury was composed of farmers.

It is necessary to prove the contract, that the farmer refused to deliver and that the buyer suffered loss.

In this case it seems clear that there was a legal contract, and as wheat advanced sharply during the month it is presumed the farmer indicated his refusal when the month expired, so that buyer could not delay in establishing his loss. If buyer never offered to extend the time, loss is based on value at expiration of contract time. The buyer can recover a still greater amount if his loss was increased by farmer making promises to deliver after expiration of contract time, the market advancing meantime.

Feeding Stuffs Laws.

Grain Dealers' Journal: How can we ascertain the requirements of the feed laws of Georgia, Alabama, Tennessee, North Carolina, South Carolina, Florida and Virginia? We would like to know the general requirements in shipping feed into these states. Can the same tag be used in all these states and what is the minimum protein, carbohydrate and fiber permitted.—A. C. Schuff & Co., Louisville, Ky.

Ans.: State feedingstuffs laws are not uniform. Each state has its own requirements passed by the state legislature and enforced by the state feed control officials. One way to obtain accurate information of this character is to write to the feed control official in each state.

The Commissioners having charge of the enforcement of the law in these states are: Georgia, J. J. Brown, commissioner of agriculture, Atlanta; Alabama, J. M. Moore, commissioner of agri. and industries, Montgomery; Tennessee, Homer Hancock, com'r of agri., Nashville; North Carolina, J. O. Halvorson, feed chemist, dept. of agri., Raleigh; South Carolina, B. Harris, com'r of agri., commerce and industries, Columbia; Florida, Nathan Mayo, com'r of agri., Tallahassee; and Virginia, D. A. Kinsey, dairy and feed com'r, Richmond.

One of the services performed for its members by the American Feed Manufacturers Ass'n is the publication of an annual and frequent supplements by the Sec'y, L. F. Brown, Chicago, keeping them posted and up-to-date on all state requirements.

What Ass'n Rules Govern?

Grain Dealers' Journal: It has come to our notice that on a grain question recently submitted to an arbitrator the decision was given based on a by-law or rule taken from a copy of the National Grain Dealers Ass'n. Would like to know if their rules should govern any more than rules of other grain organizations and ask your opinion.—J. P. Gibbons, Kearney, Neb.

Ans.: Not unless both parties to contract are members and in applying for membership agreed to abide by the Ass'n's rules, or if contract provided that G. D. N. A. rules should govern.

Independent arbitrators are not required by law to adhere strictly to any Ass'n's rules, but G. D. N. A. arbitrators would naturally look to the Ass'n's rules in the absence of any agreements to the contrary. They have power to decide questions submitted to them solely on their merits. The members of an arbitration committee always look to the terms of the contract and to the articles of trade for guidance as to the rules to be considered; and, if in their judgment, the rule of some certain ass'n was applicable, the unsuccessful party could not set aside the award in court on the ground that the rule of some other organization governed.

One-Sided Side Track Agreement?

Grain Dealers Journal: The Erie Railroad Co. has asked me to sign a side track lease that makes me responsible for any damage caused by fire or otherwise, or injuries to individuals. This might turn out to be a very heavy responsibility, which I am to assume even tho the accidents may be caused by the willful or careless acts of the employes of the railroad company.

I have used this siding for about 30 years for the unloading of my grain. I have extending on the railroad property a shed 7x7 ft., thru which I unload my sacks of feed into a mill. Also I have a 10-inch screw conveyor which extends from mill to switch about 10 ft. on railroad property.

My mill is located on a track that is not a public siding, but has located on it a large condensed milk plant which is not in operation.—Glen H. Tillotson, Bear Lake, Pa.

Ans.: The C. M. & St. P. R. R. obtained a lease of this character from an elevator man in South Dakota. The elevator, which had been idle for two years, was set on fire by sparks from a passing locomotive and the fire was communicated to a large pile of telephone poles nearby. The railroad paid some \$700 for the poles and then sued the elevator owner for the amount of the damages. The trial court gave it a favorable decision. The case was appealed and later compromised out of court.

In view of the fact that you have enjoyed the use of this switch for 20 years without specific compensation other than the payment of freight on shipments you unloaded there, it would seem to us that you have established a right to enjoy the use of that track. The railroad company surely must have granted it when the buildings were erected, else they would not have been built there. You use that space instead of cluttering up the local freight depot with your shipments. In reality the railroad is duty bound to provide depot facilities for your car load shipments just as much as it is for package freight.

The Pennsylvania law provides only that

Sec. 18072. Whenever any side track has been connected with a railroad any corporation or person shall be entitled to use same upon payment to party incurring the primary expense thereof of a reasonable proportion of the cost and of the maintenance, which in case of disagreement, shall be determined by the Commission after notice and a hearing.

The legal department of the Public Service Commission of the Commonwealth of Pennsylvania, Harrisburg, Pa., informs us that

"This Commission has never made any general order relating to rentals for side tracks.

"The law under which the Commission operates requires it to hold a public hearing upon complaint before any order may be made.

"A complainant may file a complaint here and the reasonableness of the charge will be determined and an appropriate order issued."

Therefore a shipper can take the matter into the Commission's court if the railroad company refuses to modify its unreasonable conditions. Rather than be haled before the Commission it is likely the railroad company will come to an amicable understanding with the shipper.

No grain elevator operator or miller can afford to assume the responsibilities of the railroad company even tho it give him the free use of its entire right of way.

Suit Against Board Rules?

Grain Dealers Journal: I understand W. A. Thomson of Louisville, Ky., started a suit and was given judgment for \$15,000 against a Chicago firm for closing out his trades in corn at the settlement price fixed by a com'ite. What was the outcome of this suit?—Southern Miller.

Ans.: The last action in this suit was an order by the Supreme Court of Illinois, Feb. 17, 1925, remanding the case back to the municipal court of Chicago.

Thomson had brot suit against Thomson & McKinnon, brokers, on a contract calling for 20,000 bus. of corn for July, 1917, delivery, alleging that the market price of corn on July 31 was \$2.40 per bushel and not \$1.65 per bushel as found by the settlement com'ite. When the municipal court decided against him, W. A. Thomson appealed, and the appellate court gave him judgment for \$15,588.50.

The Supreme Court held this an error, on the ground that the rules of the Board of Trade, providing for such settlement of defaulted contracts, were binding on W. A. Thomson.

There is room for a difference of opinion on the binding effect of the resolution, which was not adopted until after Mr. Thomson had initiated his trade. One contention is that Mr. Thomson had a right to rely on the delivery or settlement on the rules as they existed; and that the directors of the Board could not modify his contract subsequently. On the other hand it is contended, and that was the position of the Supreme Court, that the customer is bound by all rules and resolutions.

The Supreme Court decision was published in full in the Journal Mar. 25, 1925, page 384.

The Prize Winners.

Last month the Seed Trade Reporting Bureau offered three cash prizes for the best letters on The Benefits to Be Derived by the Use of a Moisture Tester and received a flood of letters from grain dealers and millers who are willing to write a letter for thirty dollars.

After carefully reading the letters and deliberating over the weight of the many arguments presented the judges awarded the first prize of \$30.00 to A. W. Brown, mgr. of the Farmers Grain Co., Roseville, Ill.

Second prize of \$15.00 to W. L. Frank, chief inspector of the Grain and Cotton Exchange, Sherman, Tex.

Third prize of \$10 to V. B. Henson, agent for Greig & Son at Lake Park, Ia.

The winning letters should induce all grain dealers to place greater dependence on the moisture test in both buying and selling. Mr. Brown's letter follows:

Gets No. 2 Grade Instead of No. 3.

We have had a Brown-Duval moisture tester for about two years, and I want to say, I think a moisture tester is a great thing for an elevator or mill; in fact, an absolute necessity.

I find it a great satisfaction to our customers and ourselves to be able to give our patrons the grade on their grain the same day they deliver it, and let them see just what it tests. Otherwise farmers would have to wait until it was shipped to the terminal market and inspected by the state. In case the grade is lower than customer expected, there is apt to be a doubt in his mind, or fear that there has been a mistake made, whereas if he sees his own grain tested at home, he knows.

It is also very important to know the grade of the grain before it is shipped. For instance, I shipped 299 cars of grain last year, and I found all cars inspected by the state corresponded with my tests, with the exception of three cars. I called for a re-inspection and got my No. 2 grade in place of the No. 3 their first inspection had given me. Now, if I hadn't had a moisture tester, I would never have known their first grade was incorrect, and taken the cent discount from the commission firm.

It is an incentive to the farmers to raise a better quality of grain, and handle it more carefully. It is surprising the interest the farmers take in keeping track of the tests on their grain and their efforts to improve it.

All farmers do not have the same grade, and as a rule it will be mixed either when taken into the elevator, or when shipped, and a man is not certain of getting a grade on his own grain, unless tested at the home elevator direct from the farm.

Russia.—Maximum internal wheat prices are from 3 to 20 cents a bushel above export parity, the average being 11 cents, on a basis of Oct. 10. New Russian export offers of wheat have recently been withdrawn.—H. B. Smith, special representative of the Department of Commerce in London.

Sec'y Geo. A. Wells Passes On.

Geo. A. Wells, secretary and treasurer of the Iowa Grain Dealers' Ass'n and its successor, the Western Grain Dealers' Ass'n, for all of its 25½ years' existence, and secretary of the Western Grain Dealers' Mutual Fire Insurance Co. for all the 18 years of its existence, died of uremic poisoning at his home in Des Moines, Ia., Oct. 27, 1925.

Mr. Wells was born on a farm in St. Croix county, Wisconsin, Sept. 1, 1863. At the age of 14 he began clerking in a general store. Four years later he accepted a position in a wholesale clothing store in St. Paul and was soon promoted to the position of traveling salesman. After a time he engaged in the grain business at New Richmond, Wis., the style of the firm being Wells & Mulrooney. In 1894 he sold his interest in the grain business and became identified with the Northern Grain Co. of Chicago, looking after country buyers for the company in Wisconsin, Iowa, Minnesota and South Dakota. When this company opened a branch office in Omaha in 1900 Mr. Wells was placed in charge of it.

On March 14, 1900, Capt. M. T. Russell of Des Moines welcomed 150 dealers to the Iowa capital and appealed to them to organize a state association that should bring about better business conditions and at that first meeting directors were selected and J. A. King of Nevada was elected president. Then started a search for a secretary equal to a real man's job. After much persuasion the governing committee was able to induce George A. Wells to give up his position with the Northern Grain Co. and assume the duties and responsibilities of building up a real trade organization in the Hawkeye state.

The trade endorsed the selection of the governing committee and from the start gave the new organization enthusiastic support. In fact, before he had been in the new office two weeks, Mr. Wells had a membership representing over 300 elevators. People who knew him had every confidence in his ability. At the first annual meeting the following April, the president in closing his annual address said: "With the forceful energy and sound judgment of Sec'y Wells at the helm, success will be achieved by the Iowa Grain Dealers' Ass'n," and it was.

For 25 years Mr. Wells gave the grain trade the best he had to the end that the grain dealers of the land might conduct their business under better conditions and by better methods. From the very start he was recognized as thorough in every trade activity with which he became identified. His staunch integrity and earnest industry won the complete confidence of his fellow workers. His analysis of each trouble always carried the workers to the real cause and the remedies he proposed were invariably sound and practical. His advice was generally closely followed and with satisfactory results. Square and honest in his own life, he always stood for what was fair in all association work. The support which he brought to the weighmaster of the Chicago market helped to make sure the improvements for which Gus Foss had been working most strenuously. For years he was depended upon by other secretaries to present trade problems and their remedies at their annual meetings and he contributed largely to the success of the National Association by his earnest work on many committees. He was the mainspring of his own organization and an inspiration for others.

He never decided any question hastily, or until he was thoroughly posted on the matter in hand and knew of its bearings on different sections of the trade. His intense interest in the problems of the grain trade drove him to an earnest labor in its behalf. Work had no fears for him and he kept at it nights and Sundays when the demand was urgent.

His wide activities in association work brought him in contact with many other earnest men striving to improve trade conditions,

and he learned to respect and have confidence in all his brother dealers. It was this complete confidence in others, betrayed by those who were unworthy that broke his fortune, his spirit and his health, and brought him to an early grave.

His great service to the grain trade can never be fully measured but it is fully appreciated by the leaders long in touch with his achievements.

In addition to his active grain trade association work Mr. Wells organized and was secretary of the Western Grain Dealers' Mutual Fire Insurance Co. and held an interest in the Sawers Grain Co., the Taylor-Patton Grain Co., and the Des Moines Elvtr. Co.

He was a 32nd degree Mason, a Shriner, a member of the Des Moines Chamber of Commerce, and a number of the city's social organizations, in every one of which he was esteemed most highly.

Mr. Wells was also a contributing editor to the Price Current Grain Reporter and his crop reports were always considered reliable and free from market bias.

He leaves a wife, a daughter, Mrs. O. P. Holland, a son, Gould T. Wells of Little Rock, Ark., and a brother, Asa A. Wells of Pasadena.

His passing brings deep personal grief to a host of friends and admirers in the grain trade.

Michigan Dealers Local Meet.

A three-hour session of members of the Michigan Hay & Grain Ass'n was held at Owosso, Mich., on the evening of Oct. 20. Forty-eight shippers and miller were present.

Pres. Goulet, Midland, was elected chairman for the evening and made the leading address. He outlined the various kinds of service the ass'n has been rendering its members during the past few years and some of its plans for the future.

Subjects of local interest and crop conditions of grain and beans were discussed. Another meeting is intended to be held about the middle of November at either Saginaw or Alma, Mich.



Sec'y Geo. A. Wells, Deceased.

The GRAIN DEALERS JOURNAL

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Used Granular Cyanide for Weevil Only in Small Bins.

Grain Dealers Journal: Referring to our letter published in the Journal for Sept. 10th, page 321, on cyanide and our experiences. Perhaps we should have qualified what we meant by small bins. This is our small retail bins in our counters that became infected. These bins had doors on them. You and evidently Mr. Chapman thought that we meant elevator bins.

As few handle grain only for poultry and after the cyanide had worked, we found that the grain in this small bin was not affected.

Checking up on our summer storage of flour, we had no loss whatever from weevil in an inclosed room, in which we used about 10 pounds of cyanide during the summer. Flour stored outside of this room is going to show us some loss.—Yours truly, Geo. O'Dwyer, Inc., St. Maries, Idaho.

"What Makes the Price of Oats."

Grain Dealers Journal: The brilliancy of the author of "What Makes the Price of Oats" in comparing the price of wheat and oats and leaving out of consideration feedstuffs, dairy products and livestock prices I will not discuss, as to do so would be to "paint the lily."

Note particularly page 6, first paragraph, and the writer's advice to farmers to familiarize themselves with his methods in order that they may know when to dispose of their surplus oats to the best advantage.

Like other attempts by theoretical gents who know absolutely nothing about the grain business, the deductions and summaries are ridiculous. Imagine the average farmer, after slopping the hogs, figuring out by the use of correlations and coefficients and third degree parabola trends (see page 7) whether or not it is advisable for him to dispose of the few hundred bushels of oats he had on hand. Such mental gymnastics would seem like a third degree to him. He is liable to confuse the parabola with the boomerang.

Perhaps the grain bulletins or grain reports are not for the edification of the farmer, but in the name of common sense for whom are they intended. Surely the grain trade does not take any interest in these ridiculous attempts. Much of this wisdom (?) it seems to me is nothing but one jackass trying to outbray another.—Potomac.

B/L Fraud.

A certain prominent commission man on the Duluth Board of Trade recently permitted a clever stranger to talk him into paying \$1,100 as an advance on a car of wheat, for which the said clever stranger presented a B/L.

Later the B/L was discovered to be a forgery. The story leaked out and the prominent commission man found his friends smilingly offering sympathy which made the pit of his stomach feel no better. But he surely learned something.

The time has not yet arrived when clever strangers with criminal instincts no longer attempt to fill their pockets with the earnings of other people. It would pay grain men to seek the proper credentials of the strangers who enter their offices and attempt to get advances on Bs/L.

Pool Managers Clubbing the Co-operatives.

The statement issued to shareholders by the directors of the United Grain Growers and also the interview given to the press by Mr. Riddell, general manager of the Saskatchewan Co-operative Elevator Co., call public attention to the critical struggle now going on between the wheat pools and the farmers' co-operative companies.

Mr. Riddell puts the matter plainly when he says the pool is trying to club the co-operatives into giving up their elevators or club them out of existence by duplication of these elevators. The Saskatchewan and Manitoba pools are proceeding in the spirit of pure and ruthless monopoly. The Alberta pool has not been manifesting the same disposition. The economic and other considerations advanced in the case now put before the public by the two co-operative companies make sound grounds for resisting the pool attacks.—*Grain Trade News*, Winnipeg.

Grain Elevator Accounting.

BY A. FIELDMAN.

Keeping duplicates of the original scale tickets given to the grain haulers is so generally followed that it is unusual to find a grain man using a scale ticket with stub or marking up the receipts in a receiving book and giving the farmer nothing to show for his grain. Yet I found a number doing that in Central Illinois. In some cases the elevator operator didn't bother to give the hauler a ticket at all, merely marked up the weights in a receiving book. The obvious advantage of a duplicating system in cases of dispute can not be denied, and disputes will arise. The farmer is a suspicious fellow, quick to sense injury and quick to object. If a duplicating system of scale tickets is used, no marking up of weights can be effected without detection and in case of a law suit the duplicates will prove valuable evidence on the side of the grain man. Original entries or carbon copies are always considered the best proof of facts.

* * * * *

Instead of a regular bound and ruled grain receiving book Hieronymus Bros. at Winchester, Ill., use loose sheets of unruled yellow paper. They assign a sheet to each farmer, heading it with his name and the date. As each account is completed it is totaled, the sheet taken out of the clip and filed away. They claim this method prevents their soiling the clean, white pages of a bound book with their perspiring and dust begrimed forearms. I could not see, however, where it made noticeable difference whether yellow, pencil written sheets were soiled or clean, white pages in a bound book. White pages in a bound book will keep permanent and readable records that are presentable anywhere, while entries on loose sheets would not make a very good impression in court.

* * * * *

A special form for keeping a record of the market fluctuations has been originated by W. L. Breeding, manager of the F. J. Blackburn & Co. elevator at Jacksonville, Ill. Every morning he rules on the back of a scrap standard size 8½x11 inches letterhead, five columns. The last four are headed wheat, corn, oats and rye, respectively, and each is subdivided into three columns headed to show delivery months for current quotations.

The first column is reserved for the side-heads, "date, close previous day, opening, high, low, close." The rest of the side-head spaces are left blank and in them is shown the exact time when prices are received over the telephone, which is every few minutes.

This ruled form takes up about two-thirds of the page. The rest is used for recording livestock quotations, interesting bits of news on the market, the weather, etc.

I asked Mr. Breeding how much time it

took him to rule that sheet every morning, and he answered, "About 30 minutes a week." Then I showed him a form for this purpose which is sold in pads of 60, each sheet carrying a week's records. This is a year's supply of a form very similar. And I explained that he was spending 25 hours of his time every year to save a dollar.

Iowa Farmers Will Not Hold Corn.

Iowa grain dealers are not much impressed by the efforts of the Corn Growers Ass'n to induce the farmers of that state to hold back corn, as is evidenced by the letters received from there. As is evidenced by one letter the farmers are sick of the grasping agitators songs.

REPRESENTATION SMALL.

Osceola, Ia., Nov. 2.—The Corn Growers Ass'n held one meeting in Clark county. The weather was bad and the attendance small. It is our opinion the ones interested in this project will represent only a small percentage of the corn acreage.—Curnes Grain Co.

LOOKS FOR THE USUAL RECEIPTS

Newton, Ia., Oct. 31.—We look for the usual run of corn direct from the fields and expect it to be as heavy as usual on this crop. The farmers are organized in our county and have each township organized and are calling meetings. We are looking for a good percentage of the corn to be held for higher prices, but not much more than usual.—Denniston & Partidge Co.

CORN CROP TOO BIG TO CONTROL

Council Bluffs, Ia., Nov. 2.—The National Grain Growers Ass'n has accomplished very little in this section in influencing the farmers to hold their corn for higher prices. We find records here and there of crops being mortgaged to banks. Owing to the fact that this state has one of the biggest crops ever produced, it is not in our opinion possible for any ass'n to control same.—D. W. Thayer, Droege Elevator Co.

BORROWING METHOD NO BETTER.

Fort Dodge, Ia., Nov. 2.—There have been several meetings held by the Grain Growers Ass'n here and no doubt quite a few farmers have joined, but as to holding back the crop movement they will have but little effect. I hear some say they can go to the banks and borrow to as good advantage. So far I hear but few say that they intend to sell crop this year. They lost on last year's crop "by holding."—Farmers Elevator Co.

FARMERS WANT TO BE LET ALONE.

Albia, Ia., Oct. 31.—The so-called corn holding representative held a meeting here about ten days ago, but only 15 farmers attended. They were against the proposition, and that is the last that we have heard of it in this county (Monroe). This is authentic, as the county agent is the authority. This section of the state (South Central) does not ship any corn out and perhaps this accounts for the reception, but our farmers are disgusted with the many plans and theories of the politicians. They are getting back on their feet and want to be let alone. Northern Iowa is where the movement, as all socialistic movements, start. Their trouble is that they are becoming a one crop country—corn and oats—and you know the results of one crop to death. Our farmers do not want any more Brookcharts and want to be let alone.—Albia Roller Mills.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Nov. 18-19. Nebraska Farmers Co-operative Grain & Live Stock State Ass'n at Omaha, Neb.

Nov. 20.—Ohio Grain Dealers Ass'n at Columbus, O.

Nov. 30-Dec. 1. Wholesale Grass Seed Dealers Ass'n at Chicago, Ill.

Dec. 2-4. South Dakota Farmers' Grain Dealers' Ass'n at Aberdeen, S. D.

Dec. 29-31.—Official Seed Analysts Ass'n at Kansas City, Mo.

Jan. 19-21.—Iowa Farmers Grain Dealers Ass'n at Des Moines, Ia.

Feb. 9-11.—Illinois Farmers Grain Dealers Ass'n at Peoria, Ill.

Carrier Bound by B/L Weight

The U. S. Circuit Court of Appeals for the Eighth Circuit, sitting at St. Louis, on July 28 affirmed the decision of the U. S. District Court for Nebraska in favor of Augustus H. Bewsher against the Chicago & Northwestern Ry. Co. for damages growing out of the issuance to Albert Swick at Buffalo Gap, S. D., of a B/L for 66,000 lbs. of wheat when in fact 45,590 lbs. only was loaded.

Mr. Bewsher derived his standing in court to recover on a claim of this sort on the allegation that he was an innocent purchaser of the B/L for value, and had a right to rely on the receipt of the railroad company's local agent, which in a way guaranteed to Mr. Bewsher that the car had been loaded with 66,000 lbs. of wheat.

After loading the car Swick drew on Bewsher for \$1,900 thru the Oral State Bank, Oral, S. D., which sent the papers to the Merchants' National Bank, Omaha, which collected the amount from Bewsher.

The B/L under the description of articles stated:

"Bulk Wheat, 60 M car Ordered 80 M car furnished Co C&NW Weight (subject to correction) 66,000 Loaded at Oral SD."

The grain was first weighed en route at Chadron on track scales, gross weight, leaving a net weight by deducting the stenciled weight of car, of 48,300 lbs. It was uncontested that the grain exchange weighmaster at Omaha found only 45,590 lbs. Bewsher presented a claim to defendant, having first taken an assignment from Albert Swick, for the sum of \$577.76 for shortage in the shipment, supporting his claim by a copy of the B/L, weights, and the assignment of the claim from Swick. H. C. Howe, freight claim agent, wrote the Bewsher Company the following letter:

"Referring to your claim No. 746, our number as above, for \$577.76, alleged loss of wheat shipped from Buffalo Gap, S. D., to Omaha, Neb., amount of wheat claimed to have been lost 20,780 pounds: From the investigation I have made in this matter, I find that this car was weighed at Chadron, a short distance from Buffalo Gap, with a net weight of 48,300 pounds. Deducting 800 pounds for the grain doors would leave a net weight of 47,500 pounds, and as your weight at Omaha was 45,590, it is quite clear to me that there was no loss beyond the 1,910 pounds, and that an error has been made in weighing at point of shipment. There is no record of the car being in bad order. It arrived under proper seals and, therefore, I cannot see any greater loss than the 1,910 pounds, less 67 pounds for shrinkage, which, together with the freight on the shrinkage and the price, \$1.65, would leave \$54.05 due you, which I am willing to pay."

The Bewsher Company wrote defendant the following letter:

"Please refer to yours of March 8th, file R-201977-1. The shipper requests us to instruct you to return all papers filed in connection with this claim, so that he can turn them over to an attorney, with instructions to bring suit. Your offer of settlement is too ridiculously low to be given consideration, in view of the shipper's contention that he can well substantiate the weight loaded into this car. Therefore be good enough to return these papers to us at once."

Instead of starting any suit Swick settled with the railroad company for \$54.05, and left the Bewsher Co. holding the bag. The Bewsher Co. learned of the settlement later, and then brot suit to recover \$595.

The court said: It is, beyond question that the \$54.05 received by Swick was all that he could possibly have recovered, had he instituted suit and prosecuted it to judgment. Under no theory suggested or advanced was the defendant liable to Swick for more grain than he actually loaded. And it was a claim for grain loaded that Swick undertook to assign, and that plaintiff undertook a redelivery, and for which settlement was made. We think such a settlement has no concluding effect upon the cause of action for damages for the issuance of a false B/L, liability for which is to be established under the provisions of section 22 of the B/L Act, approved August 29, 1916 (Comp. St.

\$ 8604kk). The cause of action declared in the plaintiff's petition is entirely different from that declared in the claim originally filed with the defendant. We therefore conclude that the plaintiff is not estopped by the Swick settlement.

Effect of "Weight Subject to Correction."—Finally, is plaintiff concluded by the fact that the grain was loaded by the shipper, and that the B/L recited that the weight was "subject to correction"? Examination of this question leads us to consider the legal character of B/L, and some mutations of such character brought about by national legislation. It has been almost universally held that a B/L is not only a receipt, but a contract; and numerous decisions of state courts have clothed such instruments with a character of negotiability more or less complete. For examples of these decisions one may consult 6 Cyc. under head of "Carriers," subhead "Bs/L," and for a discussion of the principle of estoppel of the issuance of a B/L particularly, page 418 et seq. See, also, 1 Hutchinson on Carriers (3d Ed.) § 157 et seq. The Supreme Court of the United States, however, had long prior to the Act of Congress of August 29, 1916, commonly called the B/L Act, declared its own views with respect to these instruments. In Pollard v. Vinton, 165 U. S. 7, 26 L. Ed. 998, Mr. Justice Miller, in speaking for that court, said:

"A B/L is an instrument well known in commercial transactions, and its character and effect have been defined by judicial decisions. In the hands of the holder it is evidence of ownership, special or general, of the property mentioned in it, and of the right to receive said property at the place of delivery. Notwithstanding it is designed to pass from hand to hand, with or without indorsement, and it is efficacious for its ordinary purposes in the hands of the holder, it is not a negotiable instrument or obligation in the sense that a bill of exchange or a promissory note is. Its transfer does not preclude, as in those cases, all inquiry into the transaction in which it originated, because it has come into hands of persons who have innocently paid value for it. The doctrine of bona fide purchasers only applies to it in a limited sense."

B/L is a Receipt.—"It is an instrument of a twofold character. It is at once a receipt and a contract. In the former character it is an acknowledgment of the receipt of property on board his vessel by the owner of the vessel. In the latter it is a contract to carry safely and deliver. The receipt of the goods lies at the foundation of the contract to carry and deliver. If no goods are actually received, there can be no valid contract to carry or to deliver."

It was held in that case that, although innocent, the indorsee and holder of a B/L with draft attached could not recover; it being shown that the cotton for which the bill was issued was never delivered to the master of the boat. This decision was followed in Missouri Pacific R. Co. v. McFadden, 154 U. S. 155, 14 S. Ct. 990, 38 L. Ed. 944, and in many other cases. So it seems to us to have been firmly established by decision of the Supreme Court that the carrier issuing a B/L may show that the goods described therein were never in fact delivered, and that such carrier is not estopped by the recitals in such bill. It is not so well settled, however, that where a shipment has actually been delivered, but the goods fall short of the quantity declared in the B/L, that the carrier may with equal success urge such defense. This question is quite exhaustively discussed by Mr. Freeman in a note to Chandler v. Sprague, 38 Am. Dec. at pages 413 and 414. The conclusion there is apparently arrived at that the B/L is not conclusive as to quantity. The author of the note on page 414 criticizes the application of the rule where a portion of the goods have been delivered. It is there said:

"A plain distinction exists, as it seems to us, between the two classes of cases. There is some show of reason for holding that a B/L issued by a master or other agent, where no goods have been shipped, is beyond the agent's authority, and therefore void even in the hands of a stranger who has in good faith advanced money on it. But where there is a shipment of goods, the master or agent has authority to sign a B/L, and if he misrepresents the quantity of goods, and an innocent third person is thereby induced to part with his money on the faith of the representation, the principal ought certainly to be bound, because the agent has not acted outside of his authority, but has merely abused it."

Shipper's Weight, Load and Count.—Section 21 deals with freight loaded by the shipper, and prescribes when descriptions in the B/L shall not render the carrier liable, as, for instance, when "the goods are described in a B/L merely by a statement of marks or labels upon them or upon packages containing them, or by a statement that the goods are said to be goods of a certain kind or quantity, or in a

certain condition, or it is stated in the B/L that packages are said to contain goods of a certain kind or quantity or in a certain condition, or that the contents or condition of the contents of packages are unknown, or words of like purport are contained in the B/L." It is further provided that, when these statements are contained in the bill, the description shall not render the carrier liable, "although the goods are not of the kind or quantity or in the condition which the marks or labels upon them indicate, or of the kind or quantity or in the condition they were said to be by the consignor." This section further provides:

"The carrier may also by inserting in the B/L the words 'Shipper's weight, load, and count,' or other words of like purport, indicate that the goods were loaded by the shipper and the description of them made by him; and if such statement be true, the carrier shall not be liable for damages caused by the improper loading or by the nonreceipt or by the misdescription of the goods described in the B/L."

Section 22 is the section by which we think Congress intended to change the existing rule of liability as declared by the federal courts. That section provides:

"That if a B/L has been issued by a carrier or on his behalf by an agent or employee the scope of whose actual or apparent authority includes the receiving of goods and issuing Bs/L therefor for transportation in commerce among the several States and with foreign nations, the carrier shall be liable to (a) the owner of goods covered by a straight bill subject to existing right of stoppage in transitu or (b) the holder of an order bill, who has given the value in good faith, relying upon the description therein of the goods, for damages caused by the nonreceipt by the carrier of all or part of the goods or their failure to correspond with the description thereof in the bill at the time of its issue."

Now in the case at bar we are dealing with bulk freight loaded by the shipper, but the B/L does not contain any of the particular notices or recitals specified in section 21 of the B/L Act, and unless we are to hold that the mere words "weight subject to correction" are of "like purport" to the words "shipper's weight, load and count," or "shipper's weight," or are equivalent to a statement that the weight of the wheat is "said to be" 66,000 pounds, then it would seem clear that the defendant would be liable to a holder in good faith of the order bill in question "for damages caused by the nonreceipt by the carrier of all or part of the goods."

In view of the care evinced by the Congress in the act in question to point out the ways and means by which the carrier may protect itself in such cases, we are not inclined to extend the language employed to doubtful limits, and we think we would be doing so to hold that the words "weight subject to correction" are of "like purport" to any of the expressions employed in the act, or that when fairly considered it is an expression sufficient to charge a purchaser in good faith of the bill that the weights were shipper's weights.

The case is affirmed. 6 Fed. Rep. (2d) 947.

Tentative Program of S. D. Farmers Grain Dealers.

The tentative program for the convention of the South Dakota Grain Dealers Ass'n at Aberdeen, S. D., Dec. 2, 3 and 4, has been prepared and Sec'y F. H. Sloan is urging attendance. Headquarters will be at the Ward Hotel.

Besides the regular business and usual procedure of the convention addresses on various subjects pertaining to the grain business will be made. Some of these are as follows:

"Co-operative Marketing and the Feasibility of Short Courses or Co-operative Institutes," by C. W. Pugsley, pres. of the South Dakota College of Agriculture.

"Selling Your Own Community," by Wm. Ramsell of Sioux Falls.

"The Future Market and Its Effect on and How It Can Be Used by the Country Elevator."

"Marketing of Grain on Track Bids." "Marketing of Grain by Consignments."

"Handling of Stored Grain," by C. G. Anderson, Aberdeen; "Side Lines," by Harry A. Campbell, Selby; "Should Farmers' Elevators Have Competition," by E. DeMersman, Faulkton.

Other addresses are also scheduled. Entertainment will be furnished on the evening of Dec. 3.

The GRAIN DEALERS JOURNAL.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Washington, D. C., Oct. 31.—Grain threshing in Canada has been resumed after several weeks' delay from unfavorable weather conditions. Quality of the grain has been lowered by the inclement weather. Rough estimates place the amounts of wheat to be threshed at about 100,000,000 bus. Damage to the grain crop has been most severe in Alberta, where threshing has been delayed for six weeks. In this province it is estimated that there is still from 60 to 65% of the threshing yet to be done. Not more than 20% of the grain in this province will grade No. 1 and 2 northern. The remainder will not grade above 3 and 4. In Saskatchewan about 20 to 30% of the grain is unthreshed and this could be completed in another week of favorable weather. The remainder to be threshed in Manitoba is only 5% of the total crop. Marketing of the grain has been slowed up considerably.—U. S. Department of Agriculture.

COLORADO.

Fort Morgan, Colo., Oct. 10.—The quality of our Pinto Beans crop is exceptionally good and the yield is a trifle better than expected. Dry land averaged 600 lbs. to the acre; irrigated land produced 1,800 lbs. to the acre. Growing corn is looking fine and we expect a bumper crop.—Fort Morgan Bean Co.

ILLINOIS.

Arcola, Ill., Oct. 24.—Yields are below estimates in this territory. Corn is not yet ready to husk, as it contains too much moisture.—O. R. Twiford.

Springfield, Ill., Nov. 4.—The past week was characterized by snowfall and low temperatures, unprecedented for the month of October. A minimum temperature of 1 degree above zero was reported for west-central counties. Field work was delayed. Early wheat is in good condition, but the later sown is not germinating so well. Much has not been seeded in the central and southern areas. Corn contains much moisture. Down corn is rotting and some damage is reported to standing and shock corn.—C. J. Root, meteorologist.

INDIANA.

Oxford, Ind., Oct. 23.—Weather conditions are very bad here on the new corn crop. Movement is delayed so far.—Ray Roberts, mgr. Oxford Grain Co.

Amboy, Ind., Oct. 24.—We have taken in 12,000 bus. of new corn and are using our Hess Drier to condition it for market. We have an extra good crop this season.—Amboy Grain Co.

OHIO.

Buffalo, O., Nov. 5.—We are laying off of new corn and waiting for it to dry a bit.

Lepisic, O., Nov. 6.—We're not buying any of this green corn. Can't find enough demand. Great crop, tho.—Chas. A. Hiegle.

Anna, O., Nov. 6.—About 90% of the wheat hereabouts is seeded and most of it is up and looking fine.—Anna Farmers Exchange.

Anna, O., Nov. 6.—We are not taking in any corn, unless it's of last year's crop, which is practically all gone.—Anna Farmers Exchange.

Elida, O., Nov. 6.—We are buying a little of this new corn and sending it to the driers nearby to bring down the moisture content.—Mr. McBride.

Versailles, O., Nov. 5.—Wheat seeding is only half done on account of the wet weather we have had for the past month.—M. A. Finrock, mgr. Versailles Farmers Equity Co.

Convoy, O., Nov. 6.—We're buying some of this green corn. Farmers want to sell it, so we take it, but on a safe margin.—Jesse A. Stemen, mgr. Convoy Equity Exchange Co.

Botkins, O., Nov. 6.—I don't know of anyone around here buying any of the new corn. I'll say we're not. It won't keep and we have no drying facilities.—Elmer S. Sheets, Sheets Grain Co.

Troy, O., Nov. 6.—We are laying off on this

corn. Farmers are anxious to sell but we are waiting for dryer weather to prepare the corn for market. The crop is producing 60 bus. per acre.—Jesse Lewis.

Piqua, O., Nov. 5.—Wet weather is greatly delaying wheat seeding. Not much more than 50% of the new crop is in. Last month we only had four days that it didn't rain.—J. A. Manning, pres. Fristoe Grain Co.

New Hampshire, O., Nov. 6.—We're not buying any of this new corn as can't handle it safely. Farmers are willing to sell just to get rid of their surplus.—C. R. Swartz, mgr. New Hampshire Grain Co.

Uniopolis, O., Nov. 6.—Sure is plenty of corn around here, but we're not buying any of it. Stuff's too green and wet. It would help a lot if we would get a spell of dry weather.—Uniopolis Grain Co.

Versailles, O., Nov. 5.—We have had some demand for seed wheat. Last year the crop was badly affected by frost and the yield was short. A lot of seeding remains to be done.—W. H. Griner, Versailles Grain Co.

Versailles, O., Nov. 5.—We are taking in some corn, but only from the cribs, where it has dried out sufficiently to be shipable. Moisture is running about 25%.—W. H. Griner, Versailles Grain Co.

Piqua, O., Nov. 5.—We are not buying any of the new corn as yet. It needs to dry out first. Moisture content is between 25 and 40% and it heats quickly. What we need is dry weather and lots of it.—E. D. Fristoe, mgr. Fristoe Grain Co.

Springfield, O., Nov. 4.—We have our elevator nearly filled with corn which we are allowing to dry, when we will sell it at retail. Moisture is pretty high, being around 20 to 22%. The yield is heavy on a large acreage in this section.—John Ihrig & Sons.

Sidney, O., Nov. 5.—Farmers show some tendency to hold their corn, but we expect plenty of the new crop would be put on the market if anyone were willing to buy this green, high moisture crop.—N. J. Moore, mgr. Sidney Farmers Exchange.

Van Wert, O., Nov. 6.—We are accepting this new corn and putting it thru our drier, but the stuff is hard to handle. Moisture content is often over 30% and we have to put it thru twice to bring it down to 17%. Often then the test weight will not make a grade of No. 3.—L. S. Brandon, Van Wert Grain Co.

Piqua, O., Nov. 5.—We are just beginning to buy a little new corn and are putting it thru the drier in preparation for making into meal and chicken feed. The drier takes out as much as 30% moisture to make it bone-dry. No one is buying very heavily as the corn is too green. The acreage is large and yielding heavily.—W. E. Nicodemus, elevator mgr. Piqua Milling Co.

Versailles, O., Nov. 5.—Farmers are willing to sell their corn but no one wants to buy it. It is yielding an average of at least 60 bus. to the acre, but is very high in moisture. We took 11 ears, which weighed 10 lbs., and hung them against the stove pipe in our office. Reweighing them a few days later we found they had lost 2 lbs.—M. A. Finrock, mgr. Versailles Farmers Equity Co.

Springfield, O., Nov. 4.—Corn is a bumper crop, averaging at least 60 bus. per acre. Many fields are going over 75 and some as much as 100 bus. to the acre. Farmers have a tendency to hold all they can, but some corn is coming in and we will do some shipping this year, which is something we haven't done for over a decade. Moisture is high. First loads in ran as much as 33%, but the past few days of good drying weather has brought it down to 22%. Considerable feeding will be done.—W. E. Tuttle, W. E. Tuttle & Co.

SOUTH DAKOTA.

Crandon, S. D., Oct. 30.—The corn crop around Crandon is a failure this year. I think we'll have to ship corn in as the farmers will not have enough to feed their hogs.—G. G. Stahl.

Cromwell's Report.

Chicago, Ill., Nov. 2.—From reports, few of which are based on husking returns, the corn crop is estimated at 2,944,000,000 bus. on official acreage basis. On our acreage 2,991,000,000 bus. are indicated. Husking return may necessitate a further increase in the estimate rather than a decrease. Furthermore the special agricultural census, now nearing completion, may upset current official ideas in December or pos-

sibly even affect their next report on the basis of indicated acreage revision. In million bus. Ohio promises 190, Indiana 211, Illinois 382, Missouri 200, Nebraska 212, South Dakota 80, Minnesota 145, Iowa 462, Kansas 110. The crop is of good quality and has caused heavy increase in feeding plans in Chicago territory. Roughly our reports show 90,000,000 bus. of old corn carried over as of Nov. 1; the bulk of this is west of the Illinois River.

Wheat seeding delay due to a wet October has added a problem in Indiana, Illinois, Missouri, Montana, Kentucky, southern Ohio and in the Pacific northwest from drought. Intentions to seed will probably not be met in the above states. Increased acreage is assured in the west and southwest under very favorable conditions. Early seeded wheat is up to a good start east of the Rockies except in sections from Missouri to Ohio where abundant surface moisture together with deficient moisture in the subsoil may tend to develop a shallow root system if such conditions persist.—R. O. Cromwell, statistician, Lamson Bros. & Co.

Government Crop Report.

Washington, Nov. 10.—The Crop Reporting Board of the U. S. Dept. of Agriculture makes the following estimates:

	Total production in thousands.	Yield per acre.
	1925 5-yr. avg. (prelim.)	1925 5-yr. avg. (prelim.)
Crop.	1924. 2,436,513	1920-24. 1,912,111
Corn, bu.	3,013,390	2,934,649
Wheat, all.	697,272	837,117
Oats, bu.	1,470,384	1,541,900
Barley, bu.	226,786	187,875
Rye, bu.	51,968	63,446
Buckwheat, bu.	16,079	15,956
Flaxseed, bu.	22,332	30,173
Rice, bu.	35,810	33,956
Gn. sorg. ¹ , bu.	93,504	114,231
Hay, all, tons.	98,135	112,450
Cloverseed, bu.	1,051	977
Beans ² .	17,754	13,619
Peanuts, lbs.	586,590	616,200
Pots, wh., bu.	346,503	354,781
B'mcorn ³ , tons.	28	76

¹Principal producing states. ²Indicated by condition October 1. ³Pounds per acre.

	Total production in thousands of bushels.	Yield per acre.
	1925 preliminary (Nov.)	1925 5-year average (Nov.)
Pa.	84,640	55,692
N. C.	44,844	44,514
Ga.	43,154	50,203
Ohio	185,712	94,900
Ind.	212,236	116,916
Ill.	394,994	293,600
Mich.	67,440	43,836
Wis.	101,602	57,980
Minn.	154,296	126,336
Iowa	477,386	304,752
Mo.	203,255	170,612
S. D.	83,448	99,990
Nebr.	222,768	203,280
Kans.	117,092	130,905
Ky.	89,120	80,850
Tenn.	64,640	69,718
Tex.	31,648	78,200
Okl.	21,600	65,600
U. S. . .	3,013,390	2,436,513
		2,934,649
		28.3
		27.4
		FLAXSEED.
Minn.	7,400	8,117
N. D.	9,009	14,722
S. D.	3,944	4,299
Kans.	315	378
Mont.	1,307	2,349
U. S. . .	22,332	30,173
		15,278
		7.3
		7.6

Russian Government Takes Control of Grain.

Regulations forbidding state commercial organizations from purchasing grain from private traders or commercial agents has been promulgated by the Russian Government to secure more complete control over the grain supply of that country this year.

Thousands of Russian merchants with accumulations of several hundred million rubles' worth of wheat, bought from the peasants, are affected. They will have to sell at any figure obtainable.

It is expected that the entire accumulation in private hands will become the property of the Soviet Government with a consequent lowering of the price of bread.

Buckwheat Crop Reports.

Howard, Pa., Nov. 4.—Buckwheat about the same as last year as to acreage and yield, filled pretty good, and quality good.—Jos. D. Diehl.

Wilton, Wis., Nov. 7.—Hardly any buckwheat is raised in this locality, but what there is looks good.—Edw. Wilkinson.

Alden, N. Y., Nov. 7.—Continual rains have damaged our buckwheat about 90%.—W. J. Pfeil, W. J. Pfeil & O. C. Curtis Co.

Brooklyn, Mich.—Quality buckwheat poor; 1925 acreage 50% less than 1924; 1925 yield 25% less than 1924; 1925 condition 25% less than 1924.—Watts & Avery.

Ravenna, O., Nov. 4.—There is a large acreage of buckwheat, but is yielding only 15 bus. per acre. Quality not extra on account of rain.—Mayhew Elvtr. Co.

Berwick, Pa., Nov. 5.—The acreage of buckwheat in this territory is much larger and the crop of better quality than in 1924.—C. E. Ferris, Berwick Store Co.

Cumberland, Md., Nov. 4.—Five thousand bus. would cover all the buckwheat raised in this section. I think the yield was fair for the amount seeded.—L. D. Rohrer.

Moravia, N. Y., Nov. 4.—The buckwheat crop is short, yielding only about half as much as last year. The acreage is 10% greater than a year ago.—C. S. Mead & Co., Inc.

Towanda, Pa., Nov. 4.—Very rainy October retarded threshing and damaged some grain in field. Acreage about 105% of 1924; yield per acre 95% of 1924.—Dayton Mfg. Co.

Wysox, Pa., Nov. 4.—Buckwheat acreage is about 50% larger than last year. The yield is fair and the quality good. About 75% of the crop is threshed.—Wysox Produce Co.

Berlin, Wis., Nov. 3.—The 1925 buckwheat acreage is 2 or 3 times as large as last year and the yield and quality is above average.—F. W. Wright, Stillman, Wright & Co.

Marion Center, Pa., Nov. 4.—Buckwheat, average yield 27 bu. per acre. Quality good. We have ground 15,000 bus. to date. About same as last year.—Marion Center Mfg. Co.

Royalton, Minn., Nov. 5.—Buckwheat did very poorly here on account of the dry season. The acreage was somewhat smaller and the yield only about 5 bus. per acre.—Wm. Albright.

Voorheesville, N. Y., Nov. 6.—The buckwheat acreage is much larger this year than last, tho the yield is very poor and the quality is not so good as last year.—O. B. Vunck, O. B. Vunck & Co., Inc.

Locke, N. Y., Nov. 4.—Acreage of buckwheat is 10% larger than last year. Yield is spotted and from 10 to 40% less than in 1924. Due to unfavorable weather conditions at least 80% is unharvested.—J. D. Atwater.

Mendon, Mich., Nov. 4.—Buckwheat around here is still in the field, very little having been cut. The acreage this year was about the same as last but the condition of the crop is very poor.—G. R. Little, Little Bros.

East Aurora, N. Y., Nov. 4.—The buckwheat is nearly all lost in our section. Do not believe there was 25% saved. Continual rains kept farmers from harvesting. Think acreage a little better than last year.—E. E. Godfrey.

Angola, N. Y., Nov. 4.—Buckwheat crop in our locality about as good as average, quality better than last year. Weather conditions have prevented threshing and in some places even cutting.—Samuel Feldman, Angola Feed Co.

Jackson, Mich., Nov. 4.—We have not received any buckwheat. Most of the crop was caught in the rain and about half of it is still in the fields. It will be badly damaged before it is finally harvested.—McLaughlin, Ward & Co.

Janesville, Wis., Nov. 3.—Very little buckwheat is raised in this section. What was planted, however, turned out a very good crop, but was harvested in poor condition due to the weather conditions during October.—E. F. Doty.

Auburn, N. Y., Nov. 5.—Compared to 1924 the buckwheat acreage this year is 125%; yield, 90%; condition, 70%; in fields yet. The condition of the threshed grain is good. The per acre yield is about 65% of normal.—C. W. Brister & Son.

Portage, Wis., Nov. 3.—The buckwheat crop this year was sown on a 50% larger acreage than last year. The yield and quality were both good. Rain and snow damaged the crop about 25%. About 60% of the crop is marketed.—T. H. Cochrane Co.

Plainwell, Mich., Nov. 4.—Buckwheat acreage was greatly increased, but rainy weather prevented threshing. Yields on what has been threshed are not very good, the straw being heavy and poorly filled.—J. F. Eesley Milling Co.

Mansfield, Pa., Nov. 4.—There was a very large acreage of buckwheat in our section but mostly coming in very poor condition. Probably not half the crop has been threshed yet due to bad weather conditions. Yield is about average.—New Era Mills.

Utica, Mich., Nov. 4.—Less buckwheat than for years has been grown in this section this season, and what there is is unfit for flouring without being kiln dried. We have not started our mill yet for want of suitable grain.—C. O. Crissman, mgr. Utica Milling Co.

Riceville, Pa., Nov. 6.—About one-fourth larger acreage of buckwheat was raised this year than last. But the month of October was so cold and wet that at this date considerable of the crop is standing, mostly in the shock. The crop will thresh out about the same as last year.—Arthur Westgate.

Springville, N. Y., Nov. 3.—Our buckwheat acreage was larger than a year ago but we will not harvest much more than 50% of the crop, due to the wet weather during the past month. Ideal weather might save a good share of what is now standing in the fields, but the weather hasn't come.—James H. Gray, pres., James H. Gray Milling Co., Inc.

Cortland, O., Nov. 4.—Buckwheat here is about 90% of the acreage grown last year, but the stand is better than in a number of years. Yields have been running about 30 bus. per acre. Owing to wet weather fully 50% of the grain is still in the shock. We need good drying weather for the next few days to save it.—Richards & Evans Co.

Yatesboro, Pa., Nov. 6.—The buckwheat crop for 1925 in this section was above the average in both quality and yield. The acreage was much larger than in 1924, but persistent drought caught it during the period of maturing and shortened the out-turn. Prices range from \$1.40 to \$1.50 at country railroad sidings.—W. P. Louster, Yatesboro Flour & Feed Mills.

Auburn, N. Y., Nov. 1.—Buckwheat acreage is about 115% of normal; the prospective yield about 90% of normal. The prospective yield as of Nov. 1 was not over 85% owing to long period of wet weather preventing threshing and general deterioration in the shock. Reduction of 16,400,000 in Government report to an estimate of 16,000,000 bus. probably covers damage to date.—Cady & Co., Inc.

Portage, Wis., Nov. 3.—We had the largest acreage of buckwheat in this section for 1925 that we've had in many years. The crop was very good in both quality and yield, altho storms and wet weather during October did some damage. Threshing was delayed and that threshed late had run a little damp and off grade. The yield is about double ordinary years.—R. E. York, L. W. York & Co.

Elkins, W. Va., Nov. 4.—Somewhat less acreage was planted to buckwheat here this year than last. Drought during filling time caused the yield to be smaller than usual. Too much rain after the crop had been cut and put in shocks has done a lot of damage and much of it is still standing in the fields. Otherwise the quality is fair on the lower land, but poor on the higher land.—The Darden Co.

Cuba, N. Y., Nov. 6.—Buckwheat was raised on a 10% larger acreage than normal this year, but the weather has been so bad that very little has been threshed. A week or two of good weather would make receipts heavy for a while. Account of shelling in the field, however, the yield will not be above normal. Much of the crop so far brought in is of poor quality due to being threshed while damp.—Phelps & Sibley Co.

Janesville, Wis., Nov. 7.—The buckwheat crop for the whole United States this year is about the same as last year, but the yield of milling buckwheat is somewhat less, due to damage to the crop since harvest. Frequent rains followed harvest in some of the largest producing sections and the crop is still in the field, loaded with moisture. Movement up to the present has been restricted. A surplus carried over from last year caused prices to start considerably lower than last year and we expect they will continue on that basis for some time. Considerable quantities of the crop will be used for feeding purposes.—Frank H. Blodgett, pres., Frank H. Blodgett, Inc.

Government Buckwheat Report.

Washington, Nov. 10.—The crop reporting board makes the following forecasts and estimates of the buckwheat crop in bushels on Nov. 1:

	Production in thousands.			Yield per acre.
	1925.	1924.	aver.	5-yr. aver.
Me.	275	260	237	25.0 24.6
N. Y.	4,709	5,363	4,449	19.3 18.9
N. J.	210	220	192	21.0 19.8
Pa.	5,980	5,150	4,821	23.0 19.7
Md.	220	180	195	22.0 20.3
Va.	286	348	363	16.8 20.0
W. V.	714	627	657	21.0 20.2
N. C.	136	210	151	13.6 19.2
Ohio ..	414	368	479	19.7 19.9
Mich.	928	964	758	14.5 13.3
Wis.	468	432	442	16.7 14.7
Minn.	825	855	678	15.0 15.6
U. S. 16,079	15,956	14,367	19.5	18.5

Buckwheat Condition.

The estimated condition of the buckwheat crop as of Oct. 1, according to the reports of the U. S. Government, is as follows:

	Condition		Production	
	Oct. 1—	10-year average	*1924,	Oct. 1, 1925,
	P. ct.	P. ct.	1,000 bus.	1,000 bus.
Me.	85	89	260	288
N. H.	87	95	23	27
Vt.	84	85	88	94
Mass.	86	92	19	20
Conn.	86	89	38	38
N. Y.	79	83	5,363	4,962
N. J.	81	86	220	215
Penn.	81	84	5,150	5,569
Del.	81	75	118	135
Md.	84	81	180	194
Va.	86	69	348	276
W. Va.	88	73	627	583
N. C.	85	58	210	136
Ohio	85	82	368	405
Ind.	81	84	112	126
Ill.	84	81	98	100
Mich.	74	79	964	961
Wisc.	75	83	432	458
Minn.	79	76	855	836
Iowa	82	88	90	79
Mo.	79	85	13	15
S. D.	77	75	148	142
Nebr.	84	76	15	15
Ky.	84	58	160	113
Tenn.	84	57	57	36
U. S.	80.3	81.3	15,956	15,823

*The 1924 figures on production are subject to final revision in December.

From Abroad.

Mexico.—Some large orders for Kansas corn have recently been placed for the vicinity of Mexico City.—Commercial Attaché Alexander V. Dye, Mexico City.

France.—Buckwheat, in grain, may now be exported from France without special authorization, according to notice given exporters by the Minister of Agriculture.

Japan.—The Japanese Government restored the import duty of one yen per 100 kin (132 lbs.) on rice, effective Nov. 1, 1925. (1 yen equals \$.413).—Acting Commercial Attaché A. B. Calder, Tokyo.

Czechoslovakia.—The silding scale import duty on oats for November has been set at 9.60 crowns per 100 kilos (220 lbs.). Duty on rye remains at 11.60 crowns per 100 kilos. (1 crown equals \$.0296).—Commercial Attaché J. F. Hodgson, Prague.

Spain.—Exportation of lentils in accordance with the Spanish royal order of July 12, 1921, is now permitted under an order of Sept. 12. This permits exportation of the product only up to 3,000 tons, dutiable at the rate of 3 pesetas per 100 kilos (220 lbs.). One peseta equals .1435 cents at the present exchange rate.

Russia.—A speech by G. Sokolnikov regarding Russia's grain exports concludes that a revision of the contemplated plan for the year is not necessary. It is necessary to diminish the quantity planned to be exported during the autumn and resort to a policy of deferred exports on a more regulated scale. It has become imperative to take measures to reduce the grain prices to a lower level, that exporting may be possible. Arrivals of grain at most markets are small and prices high makes it necessary to reduce the speed of collection. It will be hardly possible to collect 70% of the season's estimated supply by the end of the year, as was hoped.

The GRAIN DEALERS JOURNAL.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Fort Morgan, Colo., Oct. 10.—Old corn is all cleaned up here as is also practically all of the wheat.—Fort Morgan Bean Co.

Milwaukee, Wis., Oct. 31.—The first car of new corn arrived here today. It graded No. 6 mixed and brought 71 cents a bu.

Preston, Kan., Oct. 24.—About 25% of the 1925 crop of wheat is still in the farmers' hands here.—Preston Co-op. Grain & Merc. Co.

Chicago, Ill.—Two cargoes of Canadian wheat in bond were received here near the last of October, one of which was bound for New Or-

Rye Movement in October.

Receipts and shipments of rye at the various markets during October, as compared with October, 1924, were as follows:

	Receipts	Shipments	
	1925	1924	
Baltimore, bus.	3,813	1,590,963	565,193
Chicago, bus..	727,000	1,135,000	90,000
Cincinnati, bus.	9,800	23,800	11,200
Duluth, bus...1,564,333	12,409,200	689,016	11,431,828
*Ft. Wm., bus.	573,609	.....	494,772
Indianapolis, bus.	6,000	59,000	8,000
Kans. City, bus.	31,900	42,900	20,900
Milwaukee, bus.	36,335	887,210	46,725
Minneapolis,	.....	.....	547,763
bus.....	851,330	2,385,700	324,740
Montreal, bus.	344,673	.....	230,901
New York, bus.	137,000	.....	60,000
Omaha, bus....	57,400	338,800	42,000
Peoria, bus....	2,400	53,300	7,200
Phila., bus....	2,751	346,315	.....
St. Joseph, bus....	.....	10,500	186,000
St. Louis, bus....	27,300	35,100	28,600
Superior, bus....	741,086	4,364,236	400,946
Toledo, bus....	1,200	15,600	3,535
Wichita, bus....	.....	1,200	.....

*4 weeks ending Oct. 31.

Oats Movement in October.

Receipts and shipments of oats at the various markets during October, as compared with October, 1924, were as follows:

	Receipts	Shipments	
	1925	1924	
Baltimore, bus.	98,517	242,186	65,573
Chicago, bus...3,348,000	11,904,000	2,727,000	4,954,000
Cincinnati, bus.	316,000	406,000	148,000
Duluth, bus...2,621,926	2,964,585	3,461,025	2,978,696
*Ft. Wm., bus.3,892,028	.....	3,724,860	.....
Indianapolis, bus.	772,000	842,000	660,000
Kans. City, bus.1,343,000	936,700	397,500	304,500
Milwaukee, bus.1,163,300	.....	3,300,000	651,256
Minneapolis,	.....	.....	1,416,872
bus.....	3,239,120	11,470,170	3,304,180
Montreal, bus.3,566,136	2,770,622	3,511,083	2,071,837
New York, bus.1,836,000	.....	1,527,000	.....
Omaha, bus....1,462,000	1,756,000	1,164,000	1,728,000
Peoria, bus....923,800	1,198,400	815,200	979,100
Phila., bus....614,085	209,355	674,243	179,519
St. Joseph, bus....252,000	.....	224,000	50,000
St. Louis, bus.2,674,000	2,946,000	1,961,000	2,437,420
Superior, bus.1,087,039	1,693,740	1,172,617	1,409,707
Toledo, bus....69,700	114,800	71,200	55,010
Wichita, bus....67,500	15,000	1,500	3,000
Ft. Worth, cars....355	.....	166	79
Los Angeles, cars....70	.....	.....	.....
San Francisco, tons....1,304	.....	3,145	.....

*4 weeks ending Oct. 31.

Corn Movement in October.

Receipts and shipments of corn at the various markets during October, as compared with October, 1924, were as follows:

	Receipts	Shipments	
	1925	1924	
Baltimore, bus.	37,785	16,294	24,915
Chicago, bus...4,568,000	9,276,000	3,806,000	5,195,000
Cincinnati, bus.	304,600	514,300	265,000
Duluth, bus....5,905	121,093	1,225	60,000
Indianapolis, bus.	957,000	1,459,000	785,000
Kans. City, bus.	666,250	427,500	636,250
Milwaukee, bus.	230,400	742,960	356,604
Minneapolis, bus.	381,940	435,810	224,700
Montreal, bus.	131,499	28,730	8,628
New York, bus.	230,500	.....	1,631
Omaha, bus....1,026,000	971,600	756,000	1,069,600
Peoria, bus....1,729,500	1,789,850	958,100	1,072,500
Phila., bus....20,721	95,891	.....	21,147
St. Joseph, bus.	771,000	579,040	321,000
St. Louis, bus.1,493,000	2,397,225	835,400	1,491,900
Superior, bus....7,154	116,421	.....	60,000
Toledo, bus....23,750	96,250	13,850	3,080
Wichita, bus....80,000	51,600	18,000	49,200
Ft. Worth, cars....134	117	80	.....
Los Angeles, cars....147	.....	.....	.....
San Francisco, tons....2,520	841	.....	.....

*4 weeks ending Oct. 31.

leans. Both shipments were destined for the Mexico trade.

Kansas City, Mo., Oct. 28.—The first car of new corn arrived here this morning from Kimball, Kan. It was bought by Nye Jenks Grain Co. at 78¢, graded No. 3, mixed, 17.2% moisture, damaged.—C.

Fort Morgan, Colo., Oct. 22.—Rain and snow during the past two weeks have stopped the movement of beans to market. This condition has helped to maintain the present price of \$3.75 per hundred to the farmer.—Fort Morgan Bean Co.

Utica, Mich., Nov. 4.—We grind about all the wheat that is marketed here and buy what the elevators take in. Our wheat production is growing less and less as time goes on, because Detroit is expanding and farms are being subdivided.—Utica Milling Co.

Duluth, Minn.—The Van Dusen-Harrington Co. recently received the largest car of wheat to ever arrive in this market. Its contents were 154,080 lbs. of durum, or 77 tons, or 2,566 bus. The wheat sold for 7c over the elevator price for the grade and was shipped to the Washburn-Crosby Co., Minneapolis.

Washington, D. C.—Imports of duty-paid wheat for consumption into the United States for the week ended Oct. 24 were 158,000 bus. For the period Jan. 1 to Oct. 24, only 283,000 bus. were imported as compared with 7,370,000 bus. last year during the same period. Imports into bonded mills for grinding into flour for export amounted to 732,000 bus. during the week ended Oct. 24, and to 7,666,000 bus. for the period from Jan. 1 to Oct. 24, compared with 8,566,000 bus. for the same period last year.—United States Department of Commerce.

Business is never so rotten that it couldn't be worse! Business is also always so rotten that one often wonders how much self-condemnation continually goes among those in the grain business for not hustling among the side-line prospects.

Barley Movement in October.

Receipts and shipments of barley at the various markets during October, as compared with October, 1924, were as follows:

	Receipts	Shipments	
	1925	1924	
Baltimore, bus.	178,893	1,461,400	172,102
Chicago, bus....1,255,000	2,070,000	126,000	646,000
Cincinnati, bus.	2,800	7,000	.....
Duluth, bus....1,638,740	3,772,300	2,521,393	4,180,866
*Ft. Wm., bus.4,467,172	.....	1,564,906	.....
Kans. City, bus.	60,000	42,000	268,900
Milwaukee, bus.1,049,760	1,840,400	173,159	700,358
Minneapolis,	.....	.....	.....
bus.....	229,260	4,155,310	1,827,840
Montreal, bus.4,380,575	1,220,995	4,325,650	1,568,371
New York, bus.3,074,000	.....	2,163,000	.....
Omaha, bus....68,800	155,200	99,200	92,800
Phila., bus....320,408	128,518	164,018	149,231
St. Joseph, bus....5,250	12,230	1,750	5,250
St. Louis, bus....289,600	244,800	59,200	32,740
Superior, bus.1,467,446	3,506,019	2,195,265	4,121,393
Wichita, bus....14,400	18,000	2,400	14,400
Ft. Worth, cars....10	42	6	24
Los Angeles, cars....203	.....	.....	.....
San Francisco, tons....44,955	33,529	.....	.....

*4 weeks ending Oct. 31.

Wheat Movement in October.

Receipts and shipments of wheat at the various markets during October, as compared with October, 1924, were as follows:

	Receipts	Shipments	
	1925	1924	
Baltimore, bus.1,159,717	1,409,138	1,244,516	1,703,911
Chicago, bus....8,287,000	8,102,000	2,130,000	10,931,000
Cincinnati, bus....375,200	555,800	331,800	348,800
Duluth, bus....10,134,294	33,130,153	10,927,039	29,538,996
*Ft. Wm., bus.49,407,958	.....	48,543,036	.....
Indianapolis, bus....271,000	381,000	80,000	184,000
Milwaukee, bus....302,000	1,057,600	228,520	1,068,909
Minneapolis,	.....	.....	.....
bus.....	12,229,500	18,382,550	5,452,720
Montreal, bus.22,037,968	29,198,905	16,554,607	23,329,418
New York, bus.11,178,400	.....	10,39,000	.....
Omaha, bus....1,547,000	5,806,800	1,352,100	5,588,800
Peoria, bus....204,000	210,950	188,400	217,250
Phila., bus....2,757,284	3,792,415	2,688,046	2,577,902
St. Joseph, bus.1,064,000	1,713,000	240,800	778,100
St. Louis, bus.1,726,200	5,362,646	1,662,600	3,634,250
Superior, bus....5,773,807	13,722,932	5,459,027	11,429,991
Toledo, bus....269,000	487,600	53,063	395,475
Wichita, bus....980,600	2,893,200	517,050	1,533,610
Ft. Worth, cars....290	1,002	202	850
Los Angeles, cars....295	.....	.....	.....
San Francisco, tons....9,156	12,201	.....	.....

*4 weeks ending Oct. 31.

Indian Corn in Roumania.

Eight varieties of maize make up the principal food of the rural population of Roumania and the crop covers the largest area of any cereal in that country. In 1922-23 an area of 3,404,492 hectares were under maize and yielded an average of 15.1 hectolitres per hectare (17 bus. per acre) or a total of 39,305,000 hectolitres (111,233,000 bus.)

The varieties grown are *Horse-tooth*, *Roumanian*, *Hanganesc*, *Scorunnic*, *Cinguantine*, *Pignoletto*, *red*, and *Banat*. *Horse-tooth* usually grows to maturity in 136 days, bearing 1 to 3 ears on a tall stalk. The grain is large, light yellow and of floury nature. It is prevalent in the plain regions of Wallachia.

Roumanian is cultivated only in the districts of Prahova, Dambovita, Muscel, Ilfov and Buzau, growing to maturity in 150 days and bearing short, thick ears generally carrying 12 rows of kernels. The kernels are of floury structure, yellow and fairly large.

Hanganesc is favored in the mountainous regions of Moldavia, reaching maturity in 120-130 days, growing a short stalk and short, thick ears with 14 to 18 rows of seeds. The percentage of cob runs as high as 20%. Yield averages 30 hectolitres per hectare, which is considerably higher than that of other varieties.

The mountainous regions of Wallachia prefer *Scorunnic*, with its tall stem and 8 rows of seeds on one or 2 ears. The yield varies according to climatic conditions and the percentage of seed is small, varying between 72 and 82%.

Braila, R. Sarat, Buzua and Moldavia in

Wallachia grow most of the *Pignoletto* which reaches maturity in 130 to 140 days. The stem is thin, bearing 1 to 3 ears with the same characteristic. The kernels are dense and flinty; the cob white and conical. Large yields are obtained.

The thin stemmed *red* maize generally bears only 1 ear and takes a growing period of from 135 to 145 days. The ears carry 12 rows of orange-red, wide, and flinty seeds.

The *Banat* maize is semi-late, growing a tall stem and a cylindrical ear with dense rows of seeds. It is used as a cleaning crop in Transylvania and Banat to precede wheat.

Modes of seeding vary in the districts. Some

sow maize broadcast, others plant in clumps, a few districts use special seeding machines. Seeding time begins April 1 and ends May 1. Harvest time begins with the 15th of September and follows the varieties. The grain is used largely for human consumption and the stalks as cattle-feed during the winter.

More Private Enterprise Needed.

The business men of the Maritime provinces at the convention of their Boards of Trade have shown that they are prepared to tackle their economic difficulties in the spirit that should bring success. While they are going to continue urging governments to do certain things for them, they show evidence of their intention to make more use of private initiative. Better results are likely to come from the latter than from the former.

One of the things to be asked of the government is additional equipment of Maritime ports "to meet present and future needs." Granite docks with bronze snubbing-posts and big elevators and warehouses will never, by themselves, create traffic, but their cost always creates taxes.

If Canada would only learn that it is private enterprise that creates traffic and that the proper use of government money is to facilitate what private enterprise is doing, and not attempt to establish artificial courses or unnecessary broad channels, we would be saved a lot of overhead cost and would do more profitable business.—*Grain Trade News*, Winnipeg.

Interest on Unpaid Claims

The Grain Dealers National Ass'n at its late convention declared itself in favor of an amendment of the Transportation Act to allow shippers interest on claims, and an attorney's fee, such as the Nebraska statute.

To those interested, at the meeting a copy of the Nebraska statute, Sec. 5422 was exhibited by Grant W. Harrington, railroad claim attorney of Kansas City, Kan., as follows:

In the event such claim, which shall have been filed as above provided within ninety days from date of delivery of the freight in regard to which damages are claimed, is not adjusted and paid within the time herein limited, such common carrier shall be liable for interest thereon at seven per cent per annum from the

date of the filing of such claim, and shall also be liable for a reasonable attorney's fee to be fixed by the court, all to be recovered by the consignee or consignor or real party in interest, in any court of competent jurisdiction, and in the event an appeal be taken and the plaintiff shall succeed, such plaintiff shall be entitled to recover an additional attorney's fee to be fixed by such court or courts.

Regina, Sask. — Sapiro's \$100,000 suit against the Star and Phoenix newspapers of Saskatoon and the Leader of Regina, has been withdrawn from the jury by Justice MacDonald. He acted in accord with the argument of D. J. Symington, K. C., for the defendants. The newspaper stories were considered fair comment upon a matter of extreme public importance and the Sapiro

Volume and Open Trade on Chicago Board

Revised figures showing the daily volume of trading in Grain Futures on the Board of Trade of the City of Chicago during the month of October, 1925, together with monthly totals for all "Contract Markets" as reported by the Grain Futures Administration of the U. S. Department of Agriculture. The figures listed represent sales only, there being an equal volume of purchases. (Expressed in thousand bushels, i. e., (000) omitted.)

October	Wheat	Corn	Oats	Rye	Total
1	72241	12543	2598	1026	88408
2	62536	9677	2221	1290	75724
3	46052	14348	2125	662	63187
4	49885	13620	2097	1274	66876
5	60488	9322	1968	1115	73493
6	56293	21291	2693	1298	81575
7	49490	16447	2633	1405	69975
8	49780	17542	1710	707	69739
9	53251	8668	1501	686	61406
10	61995	11311	2125	713	75964
11	46035	11561	1404	1151	60151
12	34983	10852	1416	489	47740
13	52463	9479	1134	580	63656
14	28221	3992	617	215	33045
15	43719	6538	1023	698	51978
16	44527	8161	1970	917	55575
17	38337	10389	1511	834	51071
18	67568	9070	2177	745	79560
19	52401	10748	2321	901	66371
20	30964	9036	1476	540	42016
21	46395	17273	2509	707	66884
22	67745	13978	2419	993	85135
23	68473	14734	2170	1371	86748
24	56994	17975	2279	644	77892
25	41790	10141	1432	369	53732
26	35483	14443	3244	733	53903

Total Chicago
Board of
Trade 1318109 313559 50773 22063 1704504

Year Ago .. 1352496 632525 298161 128573 2411755

"Open Contracts" in futures on the Chicago Board of Trade for October. ("Short" side of contracts only, there being an equal volume open on the "long" side, in bus., 000 omitted.)

October	Wheat	Corn	Oats	Rye	Total
1	101370	42681	49918	11513	205482
2	106224	42926	49905	11691	210746
3	104606	43340	50051	11584	209581
4	104234	43313	49961	11937	209445
5	105865	44058	50021	11566	211510
6	109087	45106	50181	11510	215884
7	107211	45767	50291	11789	215058
8	110377	44983	50242	11916	217518
9	110800	45077	49905	11977	217759
10	112349	44829	49873	11948	218999
11	111825	45574	49953	11922	219074
12	112449	46320	49959	11896	220624
13	112276	46800	49814	11830	220720
14	112957	46937	49665	11809	221368
15	113855	46801	49686	11935	222277
16	113780	47030	49876	11800	222486
17	112823	46484	49705	12076	221088
18	110172	46640	49457	12009	218278
19	110205	46685	49422	11812	218124
20	112359	47310	49512	11824	221005
21	113146	48789	49390	11811	223136
22	115866	50097	49149	11919	227031
23	114533	49946	49026	11924	225429
24	115652	51028	49001	12120	227801
25	117595	51780	49173	12182	230730
26	115099	52515	49587	12293	229404

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

Oct. 26. Oct. 27. Oct. 28. Oct. 29. Oct. 30. Nov. 1. Nov. 2. Nov. 3. Nov. 4. Nov. 5. Nov. 6. Nov. 7. Nov. 9.

WHEAT.

*Chicago	146 1/4	149 3/4	149 1/2	147 1/2	147 3/4	146 1/4	149 3/4	152 1/4	149 3/4	150 7/8	149 1/8	148 3/4	148 3/4
Kansas City	148 1/2	151	150 1/2	149 3/4	148 1/2	148 1/4	149 1/2	149 1/2	149 1/2	150 1/2	150 1/2	149 1/2	149 1/2
St. Louis	152 1/2	156	155 1/2	154 1/2	154 1/2	153 1/2	155 1/2	157 1/2	156	156 1/2	155 1/2	155 1/2	154 1/2
Minneapolis	144 1/2	147 1/2	147	145 1/2	143 1/2	142 1/2	144 1/2	147 1/2	146 1/2	146 1/2	147 1/2	145 1/2	144 1/2
Duluth (durum)	125 1/2	128 1/2	127 1/2	125 1/2	123 1/2	122 1/2	124 1/2	127 1/2	124 1/2	125 1/2	124 1/2	123 1/2	123
Winnipeg	126 1/2	129 1/2	128 1/2	126 1/2	125 1/2	125 1/2	127 1/2	131 1/2	128 1/2	130 1/2	128 1/2	128	127
*Milwaukee	146 1/2	149 1/2	149 1/2	147 1/2	147 1/2	146 1/2	149 1/2	152 1/2	149 1/2	150 1/2	149 1/2	.....	.....

CORN.

Chicago	72 1/2	74	74 1/2	74 1/2	72 1/2	73 1/2	74 1/2	75 1/2	76	75 1/2	74 1/2	75 1/2	75 1/2
Kansas City	70 1/2	72 1/2	72 1/2	72 1/2	72 1/2	71 1/2	72 1/2	71 1/2	73 1/2	73 1/2	73 1/2	74 1/2	73 1/2
St. Louis	71 1/2	72 1/2	73	73 1/2	73 1/2	72	73 1/2	74 1/2	75 1/2	74	73 1/2	74 1/2	74 1/2
Milwaukee	72 1/2	74	74	74 1/2	74 1/2	73 1/2	74 1/2	75 1/2	76	75	74 1/2	.....	.....

OATS.

Chicago	39	39 1/4	39 1/2	39	38 1/4	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2
Kansas City	39	39	39	39	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2
St. Louis	35 1/2	35 1/2	35 1/2	35 1/2	35	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	33 1/2
Milwaukee	43 1/2	43 1/2	43 1/2	43	42 1/2	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2

RYE.

Chicago	81 1/2	83 1/2	83 1/2	82	81 1/2	79 1/2	80 1/2	81 1/2	81	81	80 1/2	80 1/2	80 1/2
Kansas City	78 1/2	79 1/2	80	78 1/2	77 1/2	76 1/2	77 1/2	77 1/2	77 1/2	76 1/2	78 1/2	76 1/2	76 1/2
St. Louis	78 1/2	79 1/2	79 1/2	78 1/2	77 1/2	75 1/2	76 1/2	76 1/2	77 1/2	76 1/2	76 1/2	76 1/2	76 1/2
Milwaukee	77 1/2	78	78	77 1/2	76	75 1/2	76 1/2	77 1/2	76	76 1/2	75 1/2	75 1/2	75 1/2

BARLEY.

Minneapolis	66 1/2	67 1/2	67 1/2	67 1/2	66 1/2	65 1/2	65 1/2	65 1/2	64 1/2	64 1/2	64 1/2	63 1/2	63 1/2
Winnipeg	62 1/2	62 1/2	62 1/2	61 1/2	61 1/2	60 1/2	61 1/2	62 1/2	62 1/2	62	61	60 1/2	61

*New style. †No session.

Victorian Grain in Bulk System Possible.

Hesitation is apparent in the willingness of the State Composite Ministry of Victoria, Australia, to accept the report of the majority of the members on the Grain in Bulk Board, which provided for an outlay of £3,500,000 on equipment at 132 country stations and at ports of wheat shipment.

Of the 5 members of the Board 4 favored installation of the system for handling grain in bulk. The fifth stood opposed, declaring either the producers or the state would have to bear the loss that would result if the change were made.

The report will be considered by the Cabinet and a statement is likely to be made to the Legislative Assembly as part of the budget speech.

Many members of the House believe that the farmers would not use the grain in bulk facilities unless they were compelled, and would resist any attempt at compulsion.

Atchison Welcomes Kansas Dealers to Inspiring Meeting

A miserable drizzle thruout the day of November third forced the prediction that the attendance at the evening meeting of the grain dealers of northeastern Kansas at Atchison might be smaller than planned for the complimentary banquet tendered in the halls of the Chamber of Commerce by the Atchison Board of Trade. However, about 60 came to enjoy Atchison's hospitality and discuss grain trade problems.

C. H. BLANKE of the Blair Elevator Co., president of the Atchison Board of Trade, was the toastmaster.

E. J. SMILEY, sec'y of the Kansas Grain Dealers' Ass'n, started the ball rolling with a brief sketch of the accomplishments of his organization during the last 29 years. His first request was for the hands of those who were present at the first meeting of the Kansas Grain Dealers' Ass'n. Not a hand appeared. "Just think of it," continued Sec'y Smiley, "not one grain man here tonight who attended that first meeting. Well!" he sighed, "the grain business wasn't what it is now, either." Changing his theme from the more remote to the present, the able sec'y told of the 83 new members obtained during this year, and reached a climax with the assertion that "the Kansas Grain Dealers' Ass'n is today the largest state grain dealers' Ass'n in the country."

Of the benefits accruing to the members of the organization Mr. Smiley particularly cited legislation which reduced railway-site rentals. Without grain elevators the shippers would require from 24 to 48 hours to load a car while the grain elevator of today takes only from 1 to 3 hours." The consequent loss of time and revenue to the railroads is obvious. "The last legislature made it obligatory for the Public Utilities Commission to investigate railroad site rentals and happily it found that in most instances the rentals were far in excess of 6% of the value of the land. About \$12 is the average rental paid today.

"At the last session of the legislature the cost of weighing grain was materially reduced. In 1912 the Chief Inspector was directed not to permit weighing fees to exceed the actual costs of the service. To date \$234,000 has been collected from the grain dealers of Kansas in excess of the actual expenses for this service. Within the last twelve years the Chief Inspectors have invariably placed from \$35,000 to \$75,000 of the fees charged for weighing grain into the general fund.

"Today we are somewhat protected by the recent enactment of a law, the essence of which is that when the revolving fund reaches \$80,000, the fees for inspecting and re-inspecting are to be reduced until the fund reaches \$40,000, when rates may again be increased.

"Over \$332,000 was collected for the inspection and re-inspection of grain last year. Nevertheless at the time Chief Inspector J. W. Dalton took office there was hardly enough in the fund to keep the department alive. The political affiliations and influence of applicants has been the basis for choosing chief and deputy inspectors. The next legislature will enact laws providing for the appointment of Chief Grain Inspectors and all other inspectors regardless of politics and thereafter no inspector will be allowed to qualify for the position of grain inspector unless he can pass the federal inspection tests.

"Do you know that the appointment of the Live Stock Commissioner of the state of Kansas is entirely out of the hands of politics? Well, it is; the state live stock organization having it within its power to accept or reject promising applicants for the position. To attain the same reform in the selection of grain inspectors the earnest support of the proposed

law by every grain shipper of the state is essential.

The charges made in recent lawsuits started against Sec'y Smiley, by the Kansas Wheat Growers' Ass'n, immediately following the annual meeting of this organization at Wichita, were aired and analyzed and the identical words read by the sec'y at that time were reread at this meeting. The charges of "libel against the name of the pool" seemed ridiculous after thorough consideration and the opinion was expressed that the suit would never come to trial. It seems that over 200 letters were received from members of the pool directly following the instigation of the suit to the effect that if Sec'y Smiley needed any testimony that pool members would be only too glad to appear in his favor. These letters were all unsolicited. It was the opinion of the assembled group that the sec'y would be able to prove every statement he made in Wichita and very much more. It was pointed out that in Sedgwick County bonded auditors are being asked for to inspect the records of the pool. A \$3,500,000 swindle of several years' standing was dusted off and presented just as a reminder. The farmers never received a penny back, it is said.

J. W. BAKER, of the Claim Department of the Kansas Grain Dealers Ass'n, formerly an official of the railroads, surprised the gathering by his unexpected statement that "the railroads desire to pay all your just claims" and that "the freight department of the railroads compose the greatest clearing house in the country, the banks excepted.

The railroads also have what they term their 'Cause and Prevention Buro' which is the greatest institution in the world for it never, no never, stops progressing. Why do you know that the average big trunk line knows more about a shipper's business as a whole than the shipper does himself. The railroads record a complete history of every shipment handled, no detail being overlooked," the Claim expert continued.

Turning to the claims side of railroading Mr. Baker cited the returns on twenty \$10 claims chosen at random. They were as follows:

The twenty shippers were written and advised that their claims had been rejected. Only 15 of the original 20 refused the rejection. Then 25% of the value of the claims was offered. Three accepted; 10 refused and two are never heard from again. Fifty per cent of the original claim was then tendered the 10 who refused 25%. Seven of the remaining 10 settled on this basis. Seventy-five per cent is then offered the three remaining claimants. One accepts; the other two threaten suit. One hundred per cent of the face of the original claims of these two is then paid in full.

"It has cost the railroads \$70 to settle claims totaling \$200.

"The first step any shipper can take in preventing a claim is to recover his cars as best he can, doing an especially good job at the door posts and the grain doors, as 30% of the cars that actually do leak, leak at those two places."

The need of other precautionary measures was obvious from his statement that on claims he handled covering 11,000,000 bushels of Kansas wheat last year he only had 70 affidavits.

Treating the mechanical side of the problem Mr. Baker warned "in using hopper scales be careful of your figuring because if you make one mistake you might as well throw your claim into the hopeless discard. Furthermore, it will be to your advantage to remember that it is far better to tell your railway agent that the car was not weighed and mark the car to be weighed at the first railway track scale, for then you can recover for grain lost in the event

the car is so marked. Your agent knows more about your shipment than you do and it's absolutely ridiculous to tell him you loaded 80,000, 85,000 or 90,000 pounds into the car. Just of late I collected about \$4,000 for four men at one point who had no scales in their elevators.

"And don't let the carrier's agent tell you that you can't put whatever you want on the B/L regardless of what the railroad's rules are. They often threaten to reject shipment tendered, to be sure, but have never been known to do so. They will always sign the B/L. The terminal commission merchant is certainly entitled to know everything the shipper thinks he should know. Why do you know that today 70% of the B/L carry scale records.

"This latter fact explains in a degree why straight loss claims total 98% of the total claims filed today. Claims covering delay in transit and consequent loss because of a declining market total 1½%, while delay in transit and consequently 'going out of condition' make up the other ½%.

"This limit the claim agents tell you there is on the length of time after which claims will not even be considered, is all bunk. The railroads tell you that 6 months is the limit. Most classes of claims can be collected until two years and a day have elapsed.

"Still another place the shipper lets hard earned cash slip thru his hands is in not watching his records closely. I walked into a place recently and asked the grain dealer if he had any claims to be collected and he casually remarked that he had about \$35 outstanding in claims. I looked over his records and located over \$750 due him in claims against the railroads that had entirely slipped his attention.

"Clear Record on a B/L is a misnomer, for railroad cars are not reported leaking even when found to be leaking. The reason for this is that railroad employees work on a merit and demerit system. This illustration will suffice. Some years ago I saw a conductor and his two brakemen repairing a car leaking wheat, and as I thought that very conscientious work on the part of the crew I wrote in to the division headquarters and suggested that these three be commended in some way for their efforts in safeguarding the interests of the shipper. Some months later I happened to meet up with that crew and asked if they hadn't received a complimentary letter from headquarters. The conductor lost no time in speaking up. 'You did us a hell of a fine turn, you did. Why, man we all got 10 demerits for having a leaking car on our train.' That's exactly why more cars come in leaking than are ever reported. A railroad agent would lose his job for telling the shipper that his cars were seen leaking at his station, or even if the news traveled indirectly to the shipper that such and such an agent down the line saw his car leaking and the railroad learn that their agent permitted the information to get out, that agent suffers.

"Some time ago a test train was run to New Orleans and was handled in the usual manner. At the end of the trip 13 out of the 25 cars were or had leaked, yet only 4 were reported as leaking. Today New Orleans gets 100% on all claims—uncontested. Even the American Railway Ass'n admits that 21.6% of all cars received at terminals arrive in a leaky condition. The average railroad record will show 25%. More and better railroad information is given by the Grain Dealers Journal than by any other grain trade paper, and it would indeed be well to keep in touch with such news.

"If the country shipper would only watch his weights as well as the railroads watch them then shipments would bring far more dollars to the old till. The elevator managers and operators seem to lose sight of the fact that a claim represents a loss of their own money. Goodness knows that if you owe the railroad 6c its agent will come flying down to your office after it.

"On the movement of the 1924 wheat crop of Kansas, which amounted to 150,000,000 bushels, there should have been 30,000 claims amounting to a total of \$210,000. That figure repre-

sents the loss the shippers would have sustained had no claim been filed.

"Another place the carriers get the jump on the shipper in settling a claim is that after they come in and ask for the total number of bushels handled for a season they immediately deduct one-half of one per cent for "natural shrinkage." Why the very idea! Of course that doesn't sound like very much on the total amount of grain handled at some small station, but when figured on the entire crop of the nation this percentage is enormous.

"Overweight. It would undoubtedly be well to bring to your attention the fact that 20% of the wheat-laden cars reaching the terminals arrive with more wheat than the shipper's B/L calls for. Where there is an overweight, of course the chance for recovery is practically nil.

"The remedy for overweight is the time worn slogan Watch Your Scales. True, it is far better to have no scales at all or no records whatsoever, than to have poor scales or poor records. If you do have unreliable scales, load your cars to their maximum, load them to the grain line level, but be sure to mark 'Estimated Weight' and also 'Weight at First R. R. Track Scale,' then you stand a much better chance of recovering any loss you might otherwise have to stand yourself.

"If in doubt about your just claims send in your account sales to Sec'y Smiley's office and you'll soon be notified. It costs you nothing to learn whether you have just grounds for a claim."

Mr. Baker's "inside story" was supplemented with a few words from Mr. Smiley on the matter of what the ass'n was doing in the way of assisting shippers in collecting their claims.

TOD SLOAN of Kansas City was the first one to undertake to answer the broadcasted question of, "Why is the grain business not profitable?" Mr. Sloan made the assertion that, "Where the grain business isn't profitable it's mostly the fault of the grain man." Mr. Sloan recognized the fact that competition is too keen and that where business is the least bit profitable many grain firms jump in and try to make it profitable for themselves, but in doing so they neither profit nor permit anyone else to do so. This branch office end of the business resembles the "Scooper."

SEC'Y SMILEY seemed to believe that every grain shipper wanted more tonnage than his share and consequently some of the grain elevator operators in Kansas are selling grain right now for 10c a bushel less than they paid for it. He also expressed the thought that "many elevators will have to be closed, and probably many will go up in smoke, but most of all, far too many are buying grain on too small a margin to stay in business very long. Mighty few grain elevators have paid expenses since the first of July. Recently a large line company placed 85 of its elevators on the market at just about what they would bring. They couldn't make expenses."

MR. SLOAN then emphasized the point that too many grain dealers were trying to operate on too small a margin, especially in a year of a light crop.

J. W. DOUGLAS of Nortonville spoke of the radio and the newspaper. "The farmer knows fairly well what his crops are worth and if the margin is increased the farmers are bound to band together and dump their grain into a box car and ship it in and beat the shipper. It seems necessary to make a profit on volume-years and thus build up a surplus. Asked about the present 60c corn, Mr. Douglas asserted that corn wouldn't move at this price.

J. H. PAULY, of Denton, told of the good corn crop in his locality and of his having looked for any early movement. "But today corn is the greenest it has ever been at this time."

CHAS. A. GEIGER claimed that the country is overbuilt with elevators and there are 1900 elevators in Kansas. Dividing last year's crop evenly would only leave an average of 60,000 bushels for each elevator to handle. It

is not possible to operate an elevator and handle less than 100,000 bus. profitably. If a shipper can't get 5c a bushel on all the grain he handles, then it's not worth while to operate.

The hands of country shippers who handle 100,000 bus. or more was asked for; out of the 17 country shippers at the meeting, only two responded. The necessity of thinning out the number of elevators seemed the logical remedy.

However, just about the time everyone had arrived at this conclusion Sec'y Smiley came along with the statement that it is essential that there be two elevators in every town, for otherwise the farmers will always think they are being robbed and cheated. "Yet," said the sec'y, "only the grain man is to be blamed for the number of elevators, for the grain man alone is responsible for permitting small differences to make the farmer peeved, prejudiced, suspicious, talkative, and revolutionary. The farmers are bound to build a third elevator at a station where there are already two, that being one too many, and these steps seem to be the direct result of some petty grievance that isn't worth being considered. Yet think of the toll the grain man pays for the privilege of being independent in mind."

That the solution seems to be bi-monthly meetings rather than legislation, was agreed upon. "We find that the bankers of the state meet sectionally every two months. The same plan seems to give promise of relief for the country dealer.

"Jardine has convinced the farmers that they must work out their own problems and that no legislation will aid them," he said.

E. N. COX of Padonia brought up the question of the elevator managers having to show a profit or else lose their jobs and in this connection condemned interfering directors. "If a car of grain is hedged on a declining market," he pointed out, "some one of the officers comes along and blames the manager for not hedging it when hedging would have been more profitable; then perhaps the president of the elevator raises a particular fuss because the car of grain is hedged at all, then a traveling auditor will insist the loss be covered up, and the banker insist that it be bought in."

Mr. Cox said that dealers the country over have tried to maintain harmonious relations with competitors but the eagerness of some operators to handle a large volume made it impossible. Invariably the officers and directors of a farmers' company look to volume more than they do to profit, which is perhaps partially responsible for the small margin of profit that they themselves take and also the small toll that the other operator in the town is permitted to take.

R. E. HARRINGTON of Baker spoke of the gasoline industry. "Just think of it," he emphasized, "these gasoline companies sell gas for 20c on which they make 8c. That's just 40% on their investment."

W. M. HUFF of St. Joseph, Mo., stated that in his opinion the corn would move for lack of storage room on the farm, but that it would be in bad shape. Western and Central Nebraska will not move their corn at 60c, he maintained, after the first expected run of distress stuff.

JOHN McMANUS of Goff, stated that some of the farmers would sell their new corn, but the proportion will be very low.

E. B. JOHNSON of Netawaka said, No new corn will move that absolutely does not have to move. The farmers can't afford to sell for less than 70c.

"JUMPS" CAUTHORN, of Kansas City, told of corn being sold from 75c to 82c a bushel thruout the large feeding districts of Missouri, delivery to be made as soon as it grades 70 pounds to the bushel. It is the consensus of opinion among the farmers of Missouri that corn this year is the most spotted crop they have ever had.

SEC'Y SMILEY presented statistics on the average consumption of corn in Kansas over

a 10-year period. This amounted to 120,000,000 bus. He said, that he didn't believe a single grain man in attendance believed the government crop estimate for Kansas of 190,000,000 bus. and that Kansas would be lucky if she could glean 110,000,000 bus. to feed her stock. In addition to this, Texas must have 75 to 80,000,000 bus. of corn for its stock. There is less corn in the cribs than ever before and the Texas farmers are right in the market now. Draw your own conclusions.

Whether or not it is profitable to hedge when the option is below the cash price was first undertaken by E. R. Stripp of Kansas City, who maintained that as a hedge only, it was undoubtedly profitable. The bad feature is that it tends to lead to speculation. "Premiums are always a gamble," he concluded. "Hedge everything or nothing as only an experienced man understands what he's doing."

MR. SLOAN gave his version of hedging as being the same as an insurance policy.

MR. HARRINGTON expressed himself as being of the belief that a hedge is a safeguard only in the event of a car-shortage.

O. D. AMEND of Cummings was of a like mind on the subject as was Mr. Stripp, that is, no matter whether you hedge everything or hedge nothing, BE CONSISTENT!

MR. HARRINGTON insisted that the country banker always ran the country elevator manager out of the market at the very bottom. A recent quarter page advertisement appearing in the Indianola Register signed by 5 bankers telling the farmers to hold their corn and not to let the speculator make any big profit, was cited in this connection, yet the banker doesn't consider this speculation on the part of the farmers, and these very bankers will not permit the grain man to hedge.

TOD SLOAN, having commenced the discussion of the original question, also closed the discussion with the remark that the Board of Trade is a public utility, that the largest grain handlers of the country use the hedge, and that it will be to the advantage of the country shippers to follow suit.

The meeting adjourned sine die, the assembled group quickly dispersed to waiting trains, busses, or automobiles, and each should have been asleep before midnight.

Meeting of Feed Control Officials.

[Continued from page 601.]

would prove a vain attempt at standardization where there can be no set standards possible.

Friday's Session.

A discussion of definitions and other matters took up the Friday morning session. Tentative definitions for corn oil cake and corn oil meal were made official, as also was tentative definition for rye by-products.

Sec'y Clark was authorized to have definitions and standards printed in pamphlet form. A movement to have a com'ite appointed to discuss jointly with a com'ite of feed manufacturers the desirability of quality standards for special purpose feeds was adopted.

The joint com'ite on uniform labels and forms was continued for another year. Arrangements were made to charge representatives of the trade a registration fee at future conventions.

Adjourned sine die.

The net result of three hectic days of discussion, during which the tide of battle reversed itself three times, is that the maximum fiber standard for gray shorts is now official at 6.0%, and for brown or red shorts at 7.5%. The official standards for spring wheat and winter wheat are now, therefore, as follows:

	Maximum Fiber Standard.
Standard middlings	9.5%
Wheat mixed feed	9.5%
Flour middlings	6.0%
Red dog	4.0%
Low grade	1.5%

	Maximum Fiber Standard.
Red or brown shorts	7.5%
Wheat mixed feed	8.5%

Gray shorts	6.0%
White shorts or white middlings	3.5%
Low grade	1.5%

While no statement was made by the officials representing the states of Texas and Kansas, which have heretofore maintained a maximum fiber standard of 5.5% for gray shorts, it is believed that the officials of these states will accept the official standard of 6.0% established by the Ass'n and that substantial uniformity will be maintained in the enforcement of these standards throughout the United States.

F. D. Fuller of Texas was elected pres. at the election of officers for the coming year. B. B. Ross of Alabama was made vice-pres., and A. W. Clark of New York re-elected sec'y-treas.

The Grain and Hay Show at Chicago.

The grain trade and its allied industries are directly interested in the International Grain and Hay Show, which will be held in connection with the International Live Stock Exposition in Chicago, Nov. 28th to Dec. 5th. This is the greatest agricultural show in the world and attracts over 5,000 samples of the choicest grains, seeds and hay, produced on the North American continent. It is the annual round-up of the leaders in crop improvement circles.

Classes are provided for contests between samples of corn, wheat, oats, flax, flax-wheat, rye, barley, hay, kafir, milo, soy beans, cow peas, field peas, field beans, red clover seed, alsike clover seed, sweet clover seed, and alfalfa and timothy seed. Practically every state in the union and every province of Canada send their best products to compete and the championships awarded at this show are considered to be the highest honors obtainable in the grain world.

The U. S. Department of Agriculture and the various state agricultural experiment stations stage educational displays in connection with the show which deal with some of their latest experiments in agricultural lines. This year for the first time there will be a feature display in charge of Professor M. O. Pence of Purdue University, which will bring together the newest discoveries of varieties of seeds from the different state experiment stations. It is estimated that the crops in this display alone, if generally adopted, will add \$50,000,000 annually to the value of American crops.

Teams of students representing the agricultural colleges will compete in the Inter-Collegiate Crops Judging Contest, which will again be under the supervision of Professor A. C. Army of the University of Minnesota. The college winning this contest will be awarded a scholarship of \$250 by The Pullman Co.

The International Crop Improvement Ass'n will hold its meeting during the show, and will attract the foremost investigators and agriculturists in the industry.

This show not only gives the grain trade and other interests an opportunity to get in touch with the very latest in crop improvement work, but also to meet the men who are devoting their lives to this endeavor and to assist them in their work. The contests are conducted along practical lines and the discovery and disseminations of outstanding strains through this medium has already had a pronounced effect upon the quality of grains produced in certain sections. All exhibits of grains are graded and weighed officially by representatives of the Federal Grain Supervision, U. S. Dept. of Agriculture, before being judged.

Everyone interested in better grains, seeds, or crops, should make an effort to take advantage of reduced rates on all railroads entering Chicago and attend the International Grain and Hay Show the week following Thanksgiving Day.

Poland.—An unusually good harvest has been obtained by Poland this year and the necessity for importing foreign flour, of which United States last year sent \$20,000,000 worth, no longer exists. An import tax of \$1.50 per 100 kilos has been placed on flour.

Business Conditions Affecting the Grain Trade

An Address by V. E. Butler of Indianapolis, before the Ohio Grain Dealers

Last year at the meeting of the Ohio Grain Dealers, an effort was made to bring about a better understanding between different elements in the country grain business, and the objective was accomplished to a very large degree because the questions involved were discussed in a fair and impartial way. It is my purpose this year to discuss business conditions in the same manner, in an effort to get before you the conditions under which business is now being conducted, together with the reasons for the changes and the probable effect they will have on the grain business.

In a comparison of business conditions between good, fair and poor, I might say that present conditions could not be graded better than fair, which would perhaps cover the whole field of business activities. It is a fact that goods are being sold in greater volume for more money than at any time since 1920, but with less profit on most lines. The lack of profit is the reason for grading it only fair. The manufacturers, the wholesalers, and the retailers, are all complaining about the profit, but all admit a greater volume of business for some time past.

In a recent meeting of salesmen for the United States Rubber Co., the General Sales Manager complained bitterly of trade conditions and made the statement that merchants must place their orders for future shipments of their products, if they expect to have them when needed, and that he could see no reason why salesmen were unable to make future sales, claiming that credit was as good as ever, and that demand for their goods was better than ever, therefore there was no excuse for not making sales.

The lack of profit on the part of the retail merchants has compelled them to restrict their investment in stocks in order to reduce their overhead cost for doing business, and they have found that they are able to get merchandise by buying oftener in smaller quantities, and our present transportation system is such that quick deliveries are made, both by railroad and trucks, and by restricting stocks they are able to make a more rapid turnover of their capital, which tends to increase their profit.

The whole business world is changing its methods and the consumers, as well as the wholesalers, are buying from hand to mouth, and the manufacturer is finding that his output is being shifted from seasonal demand to a more constant demand throughout the entire year, but on the whole, his volume of business is gradually increasing and they are finding that it is not to their advantage to buy raw material in quantities when the sales department cannot sell for future delivery.

Henry Ford has recently said that the constant output of Ford cars has eliminated quantity buying or seasonal buying in his institution. This change makes for steadier employment of labor, and a tendency to reduce labor cost, which has been done in some of the industries, especially in the textiles.

I believe this change is here to stay, and although under these conditions the buying public is perhaps paying more for merchandise at the present than is necessary, it will in the end be able to buy goods for less money because of the steady employment of labor and steady flow of raw materials, which will tend to stabilize the price.

The principal complaint of the local merchant is the increased overhead cost for doing business and the increased sales of mail order houses and chain stores, against which they find it almost impossible to compete because of the lack of buying power on the part of local merchants in comparison to chain store buying. The chain store does not affect the small town of 1,000 to 1,500 population, but the mail order houses do. However, the big factor in the small town business is the automobile, which provides facilities to go to larger towns to do business, which enables the buyer to get a larger selection of goods. This compels the small town merchant to confine his line to staple merchandise on which profits are small. The small town merchant has had his day insofar as profits are concerned, and small towns are fast becoming not trading points, but marketing points for farm products.

From statistics, it is easy to conclude that business is good in all lines, and it is, but there is not the rush and snap that we used to have at certain seasons of the year. However, bank clearings for 1925 outside of New York City are at the highest point since 1919, and from Aug. 1, 1924, to Aug. 1, 1925, they are an average of 17 points higher than the previous year. This is due very largely to the advanced price of farm products, which on Sept. 1st were 18 points higher than the average for 1924.

Wholesale prices for all commodities have

advanced 7 points over the average for 1924, and for the month of August were 10 points higher than the average of 1924, and are now at the highest point since 1920. The retail food price has advanced 6 points in the past year over the average for 1924, and for the month of August was 14 points above the average for last year.

Some years ago, we used the steel industry as a barometer for the trend of business, but due to the change that has gradually come in regard to advance purchases, the unfilled orders of the United States Steel Company are at a very low point, regardless of the expansion of lumber production and building contracts and the heavy purchases of railroad equipment, but its monthly output is on the increase.

In summarizing the general business situation, Dun's Review reports that demands in the aggregate were notably large, but buyers, although in some cases extending their forward commitments, continued to operate conservatively and avoiding excessive accumulations of goods. As a result of this policy, which has been adhered to for some time, business is in a sound position and gives promise of further expansion.

In financial districts, maintenance of this hand-to-mouth buying in virtually all lines of trade has come to be recognized as a more or less permanent policy based upon the railroads' demonstrated ability to effect quick deliveries. The trend away from the old habit of placing heavy forward orders has been accepted as one of the strongest factors in the current stability of business.

In looking over the reports of the Department of Commerce, commodity prices seem to have settled to a point about 60% over pre-war values, with farm products at almost a parity with other productions in price. This condition should relieve the business world of the agitation for farm relief, but it will not do so entirely, because we yet have the result of inflated land value with which to contend, and even though farm product prices are good, they will not yield an income sufficient to pay the interest on mortgages placed on the basis of inflated values and the increased tax now being collected which is necessary to keep up public improvements on the scale provided for in war days. Many have lost their farms, and there will be many more that will be compelled to quit voluntarily or through process of foreclosure, which will be "viewed with alarm" by the agitators in Washington clamoring for farm relief legislation.

The cross current of uncertainty in the foreign situation in the past few years, while business has been undergoing these changes, has produced wide price swings in all commodity prices, resulting in the business world in general not making the profit that it should make according to the volume of business transacted, but I believe we can look for a steadier growth of business and a steadier flow of profits in the future. In fact, I believe we are in that period now, notwithstanding the fact that some un-sound methods are being used to expand business, which economic conditions will correct in time.

I have said that more goods are being sold for more money than at any time since 1920, but with less profit from most lines, and I wonder if we realize why this condition prevails. There is an increasing host who by installment purchases are mortgaging their future for present satisfaction. Mr. Evans Woollen of Indianapolis, one of the prominent bankers of our city and of the country, recently made the startling statement that installment financing is represented by five billions of paper now outstanding, a mortgage on a twelfth of the national yearly income. This merchandise is financed through finance companies who reap a profit ranging from 20% to 40%. Automobiles, radios, furniture, clothing, sewing machines, washing machines, and what not, all having their finance companies to carry the load. Is it any wonder that more goods are being sold for more money but with less profit to the dealers, and I wonder if such merchandising methods are based upon sound business principles. I think not. So much for the general business conditions as I have seen them in my travels over the country. Now what relation do they bear to the grain business?

In the first place, in periods when the price of farm products is at a parity with other commodity prices, it is possible to get nearer an adequate working margin than it is when prices are out of line, so under present conditions the grain man should be getting margins that will return him a profit, and he would, under normal marketing conditions, but the trade has been laboring under abnormal price conditions, and

[Concluded on page 590.]

Well Attended Local Meetings of Ohio Dealers

During the past week local meetings have been held by the Ohio Grain Dealers Ass'n, as follows: Washington C. H., 60 present; Piqua, 85 present; Van Wert, 75 present. They were splendid turnouts and those who attended took an active interest in the discussions.

Each meeting was called by a prominent local grain man who immediately turned it over to Pres. S. L. Rice of the state ass'n. Officials of the state ass'n, representatives of the terminal markets and insurance men attended all meetings.

The consensus of opinions shows that new corn all thru Ohio carries too much moisture to be safely handled and that the majority of grain men are advising the farmers to hold it until the weather clears and the corn dries out a little and is fit for shipment. Very little demand is shown the driers are working overtime to handle their receipts. The farmers show some anxiety to sell as they are afraid much of the crop will spoil on their hands, and they have too great a surplus for feeding purposes. Some shortage of feeder stock is indicated due to the short corn crop last year.

In the southern part of the state, where the farmers followed the advice of the state agricultural officials and delayed seeding their wheat fields, to avoid fly, less than 50% of the wheat is sown. Continued wet weather has prevented field work. Much of the corn likewise remains unhusked. In the northern half of the state work is pretty well along and 90 to 95% of the wheat is seeded.

While the majority of the grain dealers are not handling any new corn as yet, those who are buying are suffering difficulties. The corn is so full of water that it often has to be run thru a drier twice to be brought down to a content of 17%. Some of it heats and spoils on the road.

The new corn is hard to shell and losses of as much as 3% results from the operation due to the ease with which the kernels turn to chaff. Grain dealers are advised to go carefully over their machinery that it may withstand the extra strain of handling wet corn.

Drying to the proper moisture content so reduces the weight of the new corn that it is doubtful if any of it will grade No. 2 and premiums are gladly paid when it does. Grain dealers can safely purchase only on a wide margin and most of them make discounts or premiums according to the amount of moisture contained, using a basis of 25%. Yet it is shown that even at the present low prices the farmers are receiving more for their corn per acre than last year, due to the heavy yields. Fields making 75 bus. per acre are common and as much as 90 and 100 bus. per acre are not unusual.

Everyone concerned is praying for dry weather, that the new corn may dry naturally and become fit to ship.

Washington C. H. Meeting

Following the consumption of an excellent dinner in the dining room of the Cherry hotel, Washington C. H., C. E. Lloyd, a prominent local grain dealer, introduced S. L. Rice of the Metamora Elevator Co., Metamora, O., pres. of the Ohio Grain Dealers Ass'n, and turned the meeting over to him. Approximately 60 dealers from the surrounding territory were present.

PRES. RICE asked each dealer to stand in turn and give his name and station, which request was complied with, then said in part:

It is a mighty good thing for us dealers to get together and talk over our troubles and learn to know each other. In that way we learn our neighboring grain dealers are good fellows just as we are and only ask a square deal. A fine way to keep fellows together and

avoid each cutting the others' throats is thru such meetings as this and I am glad to see so many present. So is Young Uncle Joe McCord, of Columbus, O., who has been connected with ass'n work among the grain dealers of this state for the past 47 years. Stand up, Uncle Joe, and let these fellows see you.

UNCLE JOE stood up and was given a hearty ovation. As the applause subsided Pres. Rice continued.

Seeing this meeting tonite I am reminded of what Mark Twain said when, with the party of friends, he caught his first glimpse of the Pacific Ocean. Asked later what he thought of it, he said, "It's a success, boys, it's a success." So with this meeting.

With us tonight is a man who has always been closely connected with the grain dealers ass'n and who has made a close study of the grain business. I know he has a message and I am anxious to hear it. I want to introduce V. E. Butler of the Grain Dealers National Mutual Fire Insurance Co., Mr. Butler.

MR. BUTLER gave an interesting discussion of business conditions and the changes wrought by the past few years, in the grain business. His address is published elsewhere in this number.

C. O. GARVER from Columbus, O., talked on ass'n work and increasing the grain dealers' business thru advertising. He said in part:

Successful Grain Dealing

Two Jews were crossing London Bridge, when suddenly Abie said to Isaac, "I'll bet you \$5 I can tell you what you are thinking about."

"And I'll just bet you \$5 you can't," replied Isaac.

"You were thinking how you would go over to Liverpool and buy yourself a little store for \$30,000 and then have it insured for \$40,000, that you might collect the insurance and make \$10,000." Isaac handed over the \$5.

"Oh, I guessed it, did I?" said Abie.

"No," replied Isaac, "but the idea is worth it."

So I only hope that I may say something that will help you.

Ever since I first started to travel among the grain dealers I have tried to spread the idea of closer ass'n, following the teachings of those in charge of your mutual fire insurance companies, which have learned from actual experience that where there is found an ass'n of grain dealers actually interested and active in their ass'n, the fire loss ratio is lowest. Let any section of the country become disorganized and every fellow strike out for himself and the condition is reflected in an increased number of fires, increased sales of elevator properties and increased bankruptcies.

Most of us need the experiences of other men as well as our own, to guide us thru the small and great difficulties of business life.

A noted executive has well said: "If I wanted to become a tramp, I would seek information and advice from the most successful tramp I could find. If I wanted to become a failure, I would seek advice from men who never succeeded. If I wanted to succeed in all things, I would look about me for those who are succeeding, and do as they have done."

Some grain dealers, as well as business men in other lines of activity, do nothing to advertise themselves to their community. They take no responsibility, and have no civic pride. Some have offices, where they stay 10 hours a day, that the average man would not want his wife to enter because of the filth and stench from the tobacco spit squirted at the stove door.

You as grain dealers must realize more and more that your business is going thru process of education. You started in to handle grain only. Now most of you operate a general store and ship grain as a side line. So you alone are responsible for your success or failure under the new conditions.

Roger Babson tells a story illustrating responsibility. He says:

"My little girl has a black cat and about every 4 months this cat has kittens. Opposite our place is a residence that has an Airedale dog. When that dog comes across the street and the cat has no kittens the cat immediately puts her tail between her legs and runs as fast as she can with the dog after her.

"But when the dog comes across the street and the cat has the responsibility of some kittens, she immediately turns on the dog and the dog puts his tail between his legs and runs, with the cat after him.

"It is the same dog and the same cat and the

same back yard, but in one instance the cat has no responsibilities and in the other she has."

One of the responsibilities you should assume under the modern conditions is that you should advertise in some way to call the attention of the community to your services and to the lines of merchandise you are selling.

On returning to his home in the evening, Mr. Jones' little boy came running out, all excited, and said, "Oh papa, I saw a green cat with a blue tail on the fence this afternoon." He said, "Oh nonsense, there is no such animal. How did you ever imagine you saw one?" The next morning his neighbor on the car told him the same story. He said "Who ever heard of such a cat?" That night his wife told him of seeing the animal, and the next day one of his business acquaintances told him of seeing the animal. "If I hear of that cat again, I am going to spend all day tomorrow looking for it," said Mr. Jones.

Even if your prospect thinks that your advertisement is outside the truth line (new things are generally doubted), if the claim is constantly made, he will investigate to find out.

Westinghouse did not put over his air brake, nor Bell the telephone, with one claim. After many repetitions people stopped saying, "Oh nonsense, there is no such animal," and said, "Let's investigate."

Isn't it funny about this advertising business? Man wakes up in the morning after sleeping under an advertised blanket on an advertised mattress; takes off advertised pajamas, takes a shower in an advertised tub; shaves with an advertised razor; washes with an advertised soap; powders his face with an advertised powder; dons advertised underwear, hose, shirt, collar, shoes, suit, handkerchief; sits down to breakfast on an advertised cereal; drinks advertised coffee; puts on an advertised hat; lights an advertised cigar; rides to his work in an advertised car on advertised tires, where he refuses to advertise—on the grounds that advertising doesn't pay.

When the business is not coming your way, then is the time to advertise. If you are hard up and can spend only a limited amount of money in your business, by all means spend at least a part on good sound advertising.

I will close my remarks with a definition of Success as given by some unknown author in a recent periodical.

It's doing your job the best you can,
And being just to your fellow man;
It's figuring how and learning why,

And looking forward and thinking high,
And dreaming a little and doing much;

It's keeping always in closest touch

With what is finest in word and deed;

It's being thorough and yet making speed;

It's daring blithely the field of chance

While making labor a brave romance;

It's going onward despite defeat

And fighting staunchly but keeping sweet,

It's being clean and playing fair;

It's laughing lightly at Dame Despair,

It's looking up at the stars above,

And drinking deeply of life and love;

It's struggling on with a will to win;

It's taking loss with a cheerful grin;

It's sharing sorrow, and work and mirth,

And making better this good old earth;

It's serving, striving through strain and stress,

It's "doing your damnedest!"—that's Success.

COL. C. E. GROCE, Circleville, called upon for a speech, told a story about a young store-keeper adding a line of crockery to his stock and terming it a line of assets, then added:

The successful grain dealer is the fellow who can sit in the doorway of his office and watch the grain laden wagons drive by. The fellow who tries to meet competition by cutting his margins to a profitless basis soon finds he has to put a "For Sale" sign on his elevator. We need closer ass'n, greater tolerance and above all, as Mr. Butler said, we need to be fair to ourselves.

L. W. DEWEY, of Blanchester, the original side liner, said: Unless we have something besides grain to handle we are bound to encounter periods of idleness when overhead keeps going and revenue ceases. Sidelines keep the grain man busy all the time and carry his overhead when the handling of grain is slack. Getting into a discussion of corn I might say we are not handling any of the new crop. We don't want to. The stuff is soft, contains 28 to 30% moisture and will not keep. It is not safe to ship.

COL. GROCE: Corn containing 21 to 22% moisture can be handled reasonably safely during a period of not more than 4 days. By that time it begins to heat and spoil.

D. J. SHUH, sec'y of the Cincinnati Grain & Hay Exchange said:

Corn coming into Cincinnati has carried 26 to 28% moisture, with the exception of one

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car from Indiana which carried only 20%. The corn has had to be put into driers to be made fit for sale. Receipts are light, running from 6 to 10 carloads a day.

Some difficulty has been suffered with the B. & O. railroad which has not been placing cars for inspection immediately because of some local difficulty that has interfered. Our traffic department took the matter up with the officials of the B. & O. and we are assured that this condition will no longer prevail. You fellows who are shipping in any corn need not be afraid that the cars will be held in the yards to heat and spoil. Other railroads have been delivering promptly.

The Cincinnati Hay & Grain Exchange extend thru its officers and directors, its greetings and good wishes, and we wish at this time to express our thanks and appreciation for the invitation extended us to have a representative at this meeting. We feel that you have done us an honor and are happy to accept. We are sure that closer relations between terminal markets and shippers can be obtained in just this way, by having representatives at each other's meetings.

PRES. RICE: Now that we have gotten into the real discussion of the evening, I wonder how many of us are handling any of this new corn? I'd like to see the hands of all those who are.

Twenty-one hands went up. One-third of those present were handling some of the new crop.

JOE DOERING of Southworth & Co., being called upon for a speech as the Toledo representative said:

A city business man with hunter's instincts had been hunting all day for a shot at some ducks, but never a one did he find. He was becoming desperate when he came across a little pond that was literally covered with ducks. A farmer was sitting on a fence nearby.

"I'll give you five dollars," he said to the farmer, "for just one shot at those ducks."

"All right." The farmer accepted the \$5 bill tendered and thrust it into his pocket. The hunter leveled his gun and shot into the middle of the flock, killing a half dozen.

"Well," he said, "It looks like you made a bad bargain."

"Oh, I don't know," replied the farmer. "They ain't my ducks."

So with the grain dealers. Competition is pretty strong and the dealers are a little inclined to take advantage of one another when opportunity offers. Where grain dealers constantly play fair with themselves and their brother dealers ass'n work progresses and that alone would be sufficient excuse for the existence of our ass'n. It is my honest opinion that every grain dealer in the state should be a member of the Ohio Grain Dealers Ass'n, which automatically affiliates them with the National Ass'n, another mighty fine thing, doing a lot of good for its members.

Now as for corn. In the northern part of the state moisture content runs from 25 to 40%, usually well over 25%. Shipping it is unsafe and I would advise letting the farmer keep his corn until it dries out a little. This is as late as ever to start buying, but it is well to wait a while. The condition in which a carload of the new crop will arrive in the terminal market is contingent upon so many things, the time it was kept in the elevator, weather conditions when loading, weather conditions while in transit, length of time in transit, rapidity with which it is handled at the terminal point, and so on. Most of the new corn will heat before it arrives in a terminal.

C. E. LLOYD, Washington, C. H.: I haven't seen any No. 2 corn from this new crop. This 70 lb. corn will not shell out a bu. How long the present premium offered will continue is uncertain. We've been drying corn with 22 to 28% moisture, but the worst feature is the test weight. It always comes out less than No. 2. I never saw a crop harder to handle. It shells poorly and is too wet to crack. Instead it just crumbles and makes a lot of meal. The stuff heats quickly and it is almost impossible to ship. There is a lot of big cob corn, which seems worse than the rest. The cobs hold a lot of moisture.

HARRY RAPP, Sabina: We can't make No. 2 out of the new crop. It becomes heat damaged very quickly and easily molds.

C. B. WEYDMAN, Buffalo, N.Y.: Corn with 19½% moisture is being taken at Buffalo and is selling. A number of terminal houses show a tendency to blend old low moisture corn with high moisture corn from the new crop to make a salable low moisture grade.

L. W. DEWEY, Blanchester: The new corn

is totally unfit for grinding and I am sure no satisfactory market will develop until after November. Under present weather conditions with the air highly humid, the operation of drying progresses slowly and sometimes the corn has to be put thru the drier twice. If farmers sold freely now it would overtax the drying facilities of the country.

C. O. GARVER: Something no one has spoken of so far, but is a good thing to keep in mind is the necessity of keeping your elevator clean in handling this new crop. This green corn clogs the sheller and overstrains the machinery. There are a lot of silks and shucks and the corn is mealy, greatly increasing the fire hazard. Go over your machinery and make sure everything is in good shape before you start handling new corn.

C. E. LLOYD: When a blower loader is used in loading, this new corn seems to heat more quickly because more chaff and meal is created. The new corn contains a lot of water and a lot of oil. Considerable of it is immature.

ROBERT BRUNDAGE, Kingston: We are having about a 3% loss in shelling besides the loss in weight as the corn dries out.

D. J. SHUH: A couple of industrial plants in Cincinnati are ready to take almost any kind of wet corn at less than 50 cents per bu. delivered. They use it to make industrial alcohol.

S. A. STEELE, Chillicothe: We are getting only 51 lb. corn out of 23 to 25% moisture corn after it is dried.

PRES. RICE called for opinions on holding such meetings as was being conducted. Everyone was in accord with C. E. Lloyd who believed it would be well to divide arbitrarily the state into districts for the purpose of local meetings. Pres. Rice agreed to take this up with the executive committee.

MR. GARTNER, mgr. of a farmers elevator at Chillicothe: I believe, since listening to the discussions here, that the problems of the co-operatives and the independents are very much alike and that their getting together as in this case will create a better feeling between them. They, as well as the independents, need educating to take the proper margins.

PRES. RICE asked how much of the wheat had been sown and the consensus of opinion showed less than 50% due to the continual wet weather which Ohio has had for the past month.

Adjourned *sine die*.

Meeting at Piqua

Dinner was held in the Rotary Club room of the Hotel Favorite, Piqua, O., Nov. 5th, 6 p. m. So many were in attendance that some had to go down to the main dining room for their meal.

E. T. CUSTENBORDER, Sidney, opened the meeting with an introduction of officers of the Ohio Grain Dealers Ass'n, then turned the meeting over to S. L. Rice, pres. of the state organization who said,

The good book tells us to love our neighbors as ourselves. And who are our neighbors if not our fellow grain dealers? Help instead of continual antagonism between us will make the whole trade move in much better fashion and help move us to success.

Functions of this kind bring us all closer together. Our business problems are similar and getting together and discussing them will often overcome what seems impossible. We are here to talk over some of our problems, but preliminary to that I want to introduce Mr. V. E. Butler of the Grain Dealers National Mutual Fire Insurance Co.

Mr. Butler gave an interesting address on business trends and conditions and changes in the activities of grain dealers, published elsewhere in this number.

C. O. GARVER, Columbus, talked on ass'n work and advertising, including a couple of good stories. His address is published in connection with the report of the Washington C. H. meeting herewith.

D. J. SHUH, Sec'y Cincinnati Grain and

Hay Exchange, told about the receipts of corn at the Cincinnati market and the corrected difficulty with the B. & O. railroad at that terminal, and explained the facilities of the Cincinnati market.

EARL McCONNELL, Buffalo, told how he spent his honeymoon in Cincinnati 22 years ago, and advised the grain men to buy new corn crop only on a safe margin, explaining that unless "shippers were very careful with the new corn they would get their fingers burned."

JOE DOERING, Southworth & Co., Toledo, spoke in part as follows:

Two societies, one Yiddish and one Irish once thought what a fine thing it would be if they could bring their members together and work to the same ends. So the rabbi and the priest selected com'tees to work out the details. Somebody suggested a dinner. Whereupon one big Irishman arose and addressed the chair.

"I am in favor of having such a dinner," he said. "But I move that we have boiled ham and cabbage on the menu." Whereupon a peppy little Jew arose.

"Mr. Chairman," he said. "I would like to make an amendment to that motion. I move that we have boiled ham and cabbage, but that the dinner be held on a Friday nite."

Personally I move that great good is accomplished by the Ohio Grain Dealers Ass'n and that every grain dealer in the State should belong to that organization.

Thus you not only get the benefits of the state organization but of the national ass'n as well, with which the Ohio Grain Dealers Ass'n is affiliated.

E. S. SHEETS, Botkins, pres. of the Miami Valley Grain Dealers Ass'n, the strongest local grain dealers ass'n in Ohio, when called upon, replied:

I am well pleased with the gathering we have here and the representation from the ranks of the grain dealers in the Miami Valley. It reminds me of 25 years ago when large local meetings were common. A large number of the old fellows have passed on and I see in this gathering tonight the faces of many new and younger grain men who have and are taking over their business. I am overwhelmingly pleased with the efforts of the old timers in the organization of these local ass'n and I am sure their work was well done.

The country grain dealer more than ever needs organization. Without it, as Mr. Garver says, there is an increased number of failures and bankruptcies. We need more neighborliness and more man to man honor, and less of the throat cutting competition prevalent in unorganized districts.

Country elevators have a problem before them on handling this new crop of corn. It must be handled on a merchandising basis, which means purchases must be made on a safe margin. The success of any business man is based upon his taking a fair profit and being fair to himself and his fellow men.

GEO. STEPHENSON, Rosewood, a plump, good natured dealer with a lot of hard common sense, when called upon, said:

I have been attending such meetings as this for a long time and it always makes me feel good to come together with my fellow grain dealers. I always go home full of firm resolves to mend my ways and become a good grain dealer, the same as many a sinner goes to church and goes home with his mind fully made up to change his ways and save his soul. But in the end he is the same old sinner.

I don't believe there is a single grain dealer here tonight who harbors an evil thought against his fellow dealers. And that is fine so long as the feeling lasts. We could count this meeting a success, and many others on the same basis, if we would go home and stick to our resolutions to treat ourselves and our fellow dealers fairly. If only we didn't lose the feeling we have when we are here.

Sometimes I've been wishing I were in some other business, but I guess every business has its faults. The thing to do is to face our present difficulties, admit our faults and start over again. We've been unfair to each other and that is a thing which should be stopped for the ultimate good of all. A man cannot continue long in that way and succeed.

Some years ago when I was young in the game, a certain old grain dealer who also owned a gravel pit, decided to break the neck of competition. He started paying high prices, and the farmers sold to him. Asked by his neighboring dealers what he meant by conducting his business in that way, he said:

"Oh, I'm going to give these farmers what they want for a while. I've got a gravel pit over here that will keep me going for a year and I don't care if I don't make anything in my elevator for a while. I'll make up for it later."

"But what are the rest of us going to do?" his competitors wanted to know.

"That is up to you. In this game it is every man for himself."

It made us feel pretty bad for a while, but most of us just let him buy the grain. Instead of breaking competition and succeeding in a year as he proposed, he went broke inside of 6 months and lost his gravel pit and elevator. Today he is a bookkeeper in another grain dealer's office.

That is what happens when we become overzealous and unfair with ourselves and our neighbors. Let us stick to the kindred feeling which we have when we are in meetings of this kind.

E. T. CUSTENBORDER, Sidney, brought two samples of ear corn with him and passed them around and explained that the tendency of the farmers to raise corn with large ears was to their detriment, because large ears did not necessarily mean a large yield, but generally a smaller one because of less ears. Regarding the corn crop of 1925 he spoke as follows:

CUTTHROAT COMPETITION LEADS TO THE POOR HOUSE

Our farmers have produced one of the largest crops of corn ever grown in this vicinity. It is our duty, and privilege, and should be a pleasure to market the surplus that will not be consumed on the farms. If we are able to handle this corn, of uncertain quality, on account of weather conditions, at a profit, to which we are justly entitled, it will be a pleasant task. If our efforts do not show a profit at the end of the season our labors will have been in vain, and the responsibility will rest on our own shoulders. All are familiar with the various costs and hazards of handling corn, from the time it arrives at our elevators until the final inspector has judged and accepted it. Not until then does our liability cease.

Our local organization, the Miami Valley Grain Dealers Ass'n is now in its 28th year. The first fifteen or twenty years one of our greatest problems was to get the members to attend local meetings. Occasionally they would attend a meeting at Dayton or Lima, but not one nearer home. They did not want their patrons to know that they were members of the "Combine," as the organization was called in those days. But it is different now, and the sooner our patrons become familiar with the object and purpose of our organization the sooner we will have solved one of our greatest problems.

A large percent of our farmers now approve the primary principles of our organization. I have gained this information by personal interviews with large numbers of farmers.

Here is a concrete example in support of this statement. A few years ago we bought an elevator of a good man—and he was a good man, good to everyone except himself. He had built this elevator 20 years previous and operated it all those years without material pecuniary benefit. This good man and his good wife now are at the Shelby County Home, where many of us would be if we had no other source of revenue except that of merchandising grain at country elevators. The first thing we did after the deal was closed was to go across the street to our competitor and suggest to him that we post our prices on each of our boards and neither of us change them without first advising the other of his intention.

The Uniform price slogan became effective immediately and was religiously observed. Of course a few of our peddling patrons were disgruntled at not being able to get their customary special favors. Toward the end of our first year one of our best patrons in the presence of a number of other farmers, voiced the sentiment of all when he said, "After giving considerable thought to your uniform price practice I am convinced of its economic value. When I drive into the elevator with a load of grain I like to know that I am getting just as much for my grain as the man who precedes me, or the one who follows after. I have no moral right to expect more."

With the exception of a small number of peddling patrons—that none of us are able to satisfy, our farmers are fair-minded men. Let us all be fair with our patrons and with our competitors and we will have solved our greatest problem.

E. T. DICKEY, Lima, pres. of the Ohio Farmers Grain Dealers Ass'n, based his right to be considered a grain dealer on the fact that he had been manager of a farmers elevator for 10 years without being fired. He said:

When handled in the manner in which an independent elevator is managed a farmers' elevator will usually prove successful. But it is not usually so managed. Farmers want a lot of credit and high prices from their own elevators, which results in the continual change of managers thru the dissatisfaction of the directors, the continued hiring of inexperienced help

and the final downfall of the organization.

PRES. RICE called for those that were handling any of the new corn crop to hold up their hands.

JOHN MYERS, of Pleasant Hill, responded, and was asked to tell what he knew about the new crop. He said:

We have bought some new corn on a number of occasions and have to admit that it contains a lot of moisture, now running from 28 to 31%. Considerable difficulty is experienced in drying it, the process usually taking from 45 minutes to an hour to bring it down to 17% moisture. The test weight on the best of it will only run 53 to 55 lbs. per bu. after drying. We are not trying to make it into anything better than a grade of No. 3 yellow. The stuff shells quite freely but the cobs weigh one-fourth as much as the grain. The farmers are selling freely. Seems like they are afraid the crop will spoil on their hands.

C. L. NORTHLANE, Union City, Ind., who is also buying new corn said:

Shrinkage on this new corn usually runs about 15%. We are taking it in only when we have calls for immediate shipment. It is dangerous to hold any amount of it for a period of time as it heats and becomes damaged quickly. The crop is hard to handle, harder than ever before, tho it is shelling quite well.

UNCLE JOE McCORD, Columbus, was called upon and after the applause had died down said:

Meetings of this kind are the greatest satisfaction of my 47 years of ass'n work. I am glad to see the work of our predecessors producing results.

The Miami district is the only one left with a strong local organization. What we want and what we need is more such organizations. And each should be tied up with the state ass'n. We need the moral, financial and physical support of every one of you. And we should like to see every dealer a member of the state ass'n.

C. O. GARVER explained the necessity of carefully looking after the machinery of the elevator in preparation for handling the new crop. The new corn creates so much chaff and meal and has so many silks and husks that it is a serious fire hazard. It is necessary that the elevator be kept thoroly cleaned at all times to avoid the added risk.

Adjourned *sine die*.

Van Wert Meeting.

H. G. POLLOCK, Middlepoint, opened the meeting at Van Wert, following an excellent chicken and fish dinner in the Y. W. C. A. at 6:30 p. m. Friday, and he asked a standing vote of thanks to the young ladies who prepared it, which was heartily complied with. A standing roll call showed 75 to be present.

S. L. RICE, Metamora Elevator Co., Metamora, pres. of the Ohio Grain Dealers Ass'n, then took charge of the meeting, saying,

We think a lot of the ass'n, and we want you fellows to do likewise. It is not so much the little \$10 dues you pay, but your own interest in following up with your mental and moral support. It is meetings and banquets like this that make our ass'n a success. The men here are intelligent. They are the first to handle the farmers' products and they've got to know their job.

V. E. BUTLER, Indianapolis, spoke on business conditions and the changing methods of the grain business. His address is published elsewhere in this number.

C. O. GARVER, Columbus, told some "wonderful cat and advertising stories," as was explained in his introduction. He explained the value of ass'ns. (See report on Washington C. H. meeting for his address.)

PRES. RICE had just received word from his elevator at Fostoria in regard to new corn, as follows:

Mr. Ward has sent me notice that 4 cars of new corn arrived in Fostoria this morning. The moisture content was 28.5, 24.8, 25.4 and 27.7 per cent on these Ohio cars respectively. A lot of trouble in drying is experienced because of the humidity of the air. Mr. Ward says he put on an extra shift tonite to keep the drier going.

BURTON HOGLIN, Scott: I have taken

in about 3,000 bu. of this new corn around Scott to date. Much of it came up late due to heavy rains last spring. Right now we know the farmers are bringing in their poorest quality corn and holding the rest for feeding. What we are getting runs 28 to 30% moisture. We don't know whether or not we can correct this condition, but we are taking the corn.

JESSE STEMAN, Convoy, pres. of the Northwestern Ohio Grain & Hay Club, in connection with which the meeting was being held, said:

We have a wonderful grain country here, and progress is being made, but I wonder if the grain man is making it. Much poor corn is coming in, carrying 25 to 30% moisture, and some even as high as 45% has been received. Considerable large corn, with big ears, has been raised this year and the weather caused a very uneven crop.

County agents are spending time with the farmers, instructing them in the kind of corn to raise and are experimenting with various varieties. But eventually the kind of grain that will be raised is the kind the grain men find a ready market for.

Someone will always raise corn with big ears and low yield per acre, because someone will always buy that kind. But if grain dealers show a decided preference for the other kind the number of acres devoted to unprofitable field crops will be materially cut down.

It is not right for us to pay the same price for corn with 28% moisture as for corn with only 19% moisture. The farmers themselves suffer under such buying. Corn should be bought on a grade basis and I am sure that if each grain man knew his competitor was buying on a grade basis he would himself revert to such buying. Therein is a problem with which our ass'n can profitably concern itself—establishing the grades upon which to purchase. I am glad we have our organizations.

E. T. CUSTENBORDER, Sidney: We are advising our farmers to hold their corn. A great economic waste results when this 25 to 40% moisture corn is put on the market and grain men would not handle it, except that they have not enough backbone to turn it down.

In making comparisons recently between the yields on fields of corn with large ears and fields with small ears, actual count showed that one-fourth of those beautiful big stalks that bear large ears had no ears at all. Count in another field of equal dimensions, planted to the small type of corn, showed only 5 stalks without ears. In the sale of the grain the field with the small ears yielded 34½ cents per acre more than the field with the large corn.

The grain men should pay the farmer for what he brings in, no more. Corn should be bought on government grades, and the government has shown itself to be ready to back the grain men in the establishment of such grades.

S. L. BRANDON, Van Wert: New corn contains a lot of moisture and I doubt if we will buy any this year that grades as high as No. 3, unless the weather changes quickly. We need a lot of freezing weather to bring it to grade.

I have been buying corn for the past 3 weeks and putting it thru the drier to bring it to grade with low moisture content for shipment. Today I placed a bucket near the drier and every little while caught a little of the corn as it went in. Near the end of the day we put what had been caught thru the moisture tester which showed it to contain an average of 29%.

We have had some corn that tested as low as 24% moisture, but since we have no facilities for keeping the dry and the damp grain separate it all has to go thru the drier. Often it takes 2 dryings to bring the grain down to the required moisture content.

CHAS. T. PIERCE, Middlepoint: I have no difficulty in talking to a Sunday School class. But it is hard to talk to grain men. I know all their traits and their faults and it is pretty hard to meet them upon the same level. Integrity and progress are based upon the sacredness of

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contracts and that is something for us continually to work forward to.

We are buying some corn and are ready to admit that buying on government grades would be a great improvement over the present methods. As it is we try to separate our receipts and purchases on 2 or 3 classifications. It is the only way we can be fair to ourselves. The highest percentage of moisture we will take is 26%.

A. L. GARMAN, Delphos: Enough corn for all of the grain dealers has been raised this year. It is up to us to use our judgment in buying and in finding a market. I've sold quite a bit already, sending it first to the drier, and find that I can make a profit in handling from the new crop.

H. G. POLLOCK, Middle Point, was called upon to tell about the "Egypt of North America." He said,

We've got a bumper crop of corn this year, but that doesn't mean so much. So has everyone else. However, we've promised ourselves to get rid of it. This year conditions are entirely different than I have ever experienced in the quarter century that I have been in the business. This is the first year I have not found a demand for ear corn. With the plentiful crop demand has dropped and the natural result is that much of the corn will be fed. What is sold must go to terminal points for export, which carries only a nominal profit.

Profit on this new crop can best be made by letting it alone. Risks in handling are great and losses are often heavy. And no matter how good a friend your banker is, remember he will call your notes.

You've got to allow yourself sufficient margins now to do business. Overhead has greatly increased. I remember when I could operate an elevator for \$1,800 a year. Now you can limit yourself to 2 men and still your overhead will mount to \$3,000 or \$4,000 a year.

JOE DOERING, Toledo, was introduced as having seen so many grain dealers, and having given advice so long that he was well qualified for that purpose. He said,

As for the advice part, yes, I've given advice for several years, but the grain dealers don't seem to pay much attention to it. Apparently the first duty of a grain man is to please the farmer, at a profit, if the farmer is willing to sell. And I notice a lot of you fellows are buying some of this new corn. But if each farmer in the corn belt were to pull up to his elevator with 4 or 5 wagonloads of corn, it would rapidly overtax the drying facilities of the country. The advisable thing to do is to

persuade the farmers not to deliver until the crop dries out a little.

A keen demand exists for good corn, but at present very little, if any, of the crop will grade as high as No. 3. If the farmers will hold for a while they will get much better prices for a quality product.

D. J. SHUH, Sec'y Cincinnati Grain & Hay Exchange, told about the receipts of corn and delivering facilities at Cincinnati.

Mr. HOGLIN asked how many of the dealers established a price in the morning and stick to it all day. Answers showed that about 30% of those present made use of the radio. Others stuck to what they established in the morning.

In answer to a question on how many stored grain, about 25% of those present held up their hands. Some of them had experienced difficulty with sudden selling orders from the farmers for whom they were storing, at the peak of the market, and consequent losses.

LEWIS SCHMUNK, Antwerp: We do some storing but we stipulate that orders to buy or sell must be made after the close or sufficiently before the opening of the markets to permit us to give our selling orders.

MR. POLLOCK: We've never stored grain in all our years in the grain business. When a man buys a farmer's grain it should be his grain to do with as he pleases. Elevators should be built for handling the grain dealers' business, not as public warehouses.

PRES. RICE asked how many did any hauling for the farmers.

MR. GARMAN: We do some hauling of grain in from the farms, but we make a reasonable charge for that service.

W. S. BRICKER, Worstellville: I believe it is largely up to the grain dealer if he wishes to do a little storing. If he has room going to waste there is no reason why he should not be getting a cent a bushel per month for making use of it as storage. Agreements should be made, however, regarding the time at which orders to sell will be executed.

ED. ODENWELLER, Ottoville: It seems to me that meetings like this have a definite purpose and that thru them many an unprofitable practice is automatically stopped by bringing it to light to show its true position.

UNCLE JOE McCORD, Columbus: I am reminded of what Patrick Henry said in his inimitable way. "We have no way of judging the future except by the past." Twenty years ago we started buying wheat on grade. Before that we did as we now do with corn. Now

there is hope of making grades for buying corn, but it hasn't got anywhere yet.

PRES. RICE spoke for a moment on the activities of the Ohio Grain Dealers Ass'n and invited non-members present to sign an application blank and become members.

Adjourned *sine die*.

Peculiarities of Demand and Supply as Regards Grain.

With grains, as with other commodities, the forces of demand and supply act reciprocally upon each other. But with grains the size of the crop appears to be the chief factor determining price variations. The bids of consumers, however, as expressed in relatively high or relatively low prices, will influence supply immediately by bringing out invisible stocks or retarding their appearance, and in time by increasing or decreasing production. The prices that producers and dealers are willing to accept, on the other hand, will influence the uses to which the supply will be put. Consumption will be decreased or increased by way of adjustment to the available supply.

Because the production of grain is dependent upon the course of the seasons, the high prices that consumers may be compelled to pay can not react immediately upon the quantity produced. This price influence may be expected to express itself primarily through increase or decrease of acreage, and possibly through changes in the intensiveness of cultivation. But the most important influence upon the size of the crop is fundamentally climate and weather conditions during the growing season.

The influence of prices upon demand or consumption must be viewed in the light of the facts that grains are necessities, and that necessities show a comparatively narrow margin of change in per capita consumption in response to a given change in price; and such fluctuations are probably more influenced by actual supply than by prices. It is at least true of short-time changes in average consumption that they do not respond with elasticity to price changes but reflect directly changes in the quantity to be had. This inelasticity of demand applies especially for wheat, which is used almost wholly for human food.

The special characteristics of the situation as regards the supply-and-demand determination of the prices of food grains, and especially of wheat, are therefore two. On the



Three Storage Units of Wyandotte Elevator Co.'s Plant at Kansas City. [See facing page and front cover page.]

production or supply side the quantity produced or the size of the crop is controlled by climate and weather conditions rather than by commercial considerations. On the other side a low degree of elasticity of demand, or of responsiveness to price changes, is an outstanding characteristic of such necessities of life as wheat. Each of these elements in the situation tend to make the size of the crop the principal determinant of prices.

There is one considerable qualification to be mentioned in this connection, however. Owing to the keeping qualities of grains generally, and especially of wheat, a surplus from one crop is easily made available in the next crop year by carrying over some of the supply. Only in the case of a scant crop that is expected to be followed by an abundant crop can the influence of the carry over be left out of account.

Extent of planting, or acreage, is more responsive to economic conditions than yield per acre, though doubtless the response is not simple, since the high price at the time of planting is presumably for a scant crop and the price to be obtained for the harvest from the planting will be for another and presumably comparatively abundant crop.—Federal Trade Commission.

Decrease in Number of Mills.

A decrease in the number of merchant mills in the United States producing flour and grain products of 19.3% is reported for the period between 1921 and 1923 by the Department of Commerce census of manufactures for 1923, covering "Flour-mill and Grain-mill Products and Bread and Other Bakery Products." This is due in a large measure to some establishments reporting products valued at less than \$5,000 in the latter year, while they had reported more in 1921. A number of establishments reporting for 1921 had gone out of business or were reported idle for the whole year in 1923, and another large number were omitted from the census because they were engaged in custom grinding and milling exclusively.

A decrease of 39.9% is reported for the period, 1914 to 1921, but this is exaggerated because data for establishments with products valued at under \$5,000 was collected in 1914. The number of establishments in 1923 reporting was 5,232, compared with 10,788 in 1914.

These plants were powered with 15,859 prime movers in 1923 compared with 18,048 in 1914. In 1923 these were as follows: Steam engines and steam turbines, 1,425; internal-combustion engines, 1,444; water turbines, 2,316; electric

motors driven by purchased current, 10,674. For 1914 they were: Steam engines and steam turbines, 4,580; internal-combustion engines, 2,922; water turbines, 6,634; electric motors driven by purchased current, 3,912.

Electric motors as motive power totaled 12,121 in 1923 compared with 4,919 in 1914. Those driven with current generated in establishments reporting were 1,447 in 1923, compared with 1,007 in 1914, which indicates a remarkable growth in our public utilities.

The Wyandotte Elevator Company's Annex.

The Wyandotte Elevator Co., which has operated two large modern reinforced concrete elevators and a series of cylindrical storage bins adjacent to the large flour mill of the Southwestern Milling Co. at Kansas City has just completed another elevator, giving it three distinct units, all of which can be operated together or independently. This will give the company a total storage capacity of two million and a half bushels, all under the direct management of Oscar T. Cook. The plant is located on the C. R. I. & P. R. R. and is well equipped with a convenient system of car pullers so as to facilitate the handling of both loaded and empty cars.

The new elevator was built on a three foot concrete mattress by Jas. Stewart & Co. and consists of three rows of eight cylindrical tanks in each row, together with two rows of interstice bins having a total storage capacity for about 800,000 bus.

Each of the twenty-four cylindrical tanks is 23x106 ft. with an 8 in. wall. One row of the interstice bins with the exception of one bin is quartered, and this one bin is divided in half so as to give the plant bins of different capacities.

All of the cylindrical bins and the full size interstice bins have hopped steel bottoms. The interstice bins which are quartered are provided with concrete bottoms.

The working house at the foundation is 16x70 ft. and 157 ft. high. It is divided into 11 stories. Above the cylindrical bins this work house is given a different form with the dimensions of 16x35.

In the headhouse is one 15,000 bu. leg with steel casing which is operated by a 100 h. p. electric motor being driven through Falk Herringbone Gear. From this leg grain is spouted to any one of three receiving belts over the storage tanks, direct to some of the nearby bins,

direct to cars through shipping spout or to a 2,000 bu. steel hopper scale below a 2,000 bu. concrete garner.

Grain is received into this new elevator from either of the other elevators through the bridge conveyor above, which contains a 42 in. rubber belt with large carrying capacity. Each of the three receiving belts running above the storage tanks and the conveyor belt thru bridge are 42 ins. wide and are driven by small motors through a Falk Herringbone Gear Drive. Each receiving belt is equipped with a Weller self-propelling tripper.

The entire cupola is enclosed by walls of steel sash, glazed and equipped with tilting sections.

The continuous belt elevator in the headhouse affords easy access to all floors. The stair between the ground floor and top of cupola is equipped with subway grating.

In the well ventilated basement are three 36 inch rubber shipping belts, each driven by electric motors through a Falk Herringbone Gear Drive. All conveyor rolls are equipped with ball bearings supplied by the Weller Mfg. Co.

One of the outstanding features on this plant is the Stewart Dust Prevention System, a patented feature designed to prevent dust from escaping from the conveyor discharges, the leg and the scale and garner. A fan driven directly from the leghead motor is provided which in turn draws air from the scale, garner and leg casing and is controlled by a system of valves so as not to affect the weighing of the grain. This dust after being removed is collected by means of a dust collector located on the top of the headhouse. It is of ample size to prevent the fine dust escaping. The dust from this collector is discharged back into the stream of grain so that there is no loss or shrinkage in weight due to this dust prevention system. The effect of this system is very noticeable in and about the working parts of the elevator, where ordinarily there is considerable dust on the floors, walls and machinery.

Tom J. Emmert is supt. of the plant.

Uniform cost accounting for millers will be one of the accomplishments of the Millers National Federation, which has created a Controllers Council to work out the system. If the millers are ever to get a fair price for their product those guilty of cutting prices below cost must be braced up by a knowledge of their costs of producing a barrel of flour.



The Well Lighted, Thoroughly Ventilated Cupola of New Wyandotte Elevator at Kansas City. [See facing page.]

The GRAIN DEALERS JOURNAL.

Business Conditions Affecting the Grain Trade.

[Continued from page 584.]

although the dealer may buy at an apparent profit, yet when he offers his grain for sale he often finds that rapid and wide fluctuations have created a loss. I have talked with many dealers recently, and all tell the same story. I believe it to be true, because of the fact that they are unable to buy grain at a margin to protect them against the radical fluctuations that we have had for the past year.

Two dealers in Chicago territory, who have been successful grain men in years past, who have followed the system of consigning because they were located where they could load in the afternoon and have their grain on the Chicago market the next morning, both said they had lost money, notwithstanding a seasonal rise in prices. I know this to be a fact, because I saw their books. Others have told of their results in selling to arrive, while competition has compelled them to buy on the spot market. They are worse off than the consigner.

The radio has injected a buying hazard, because dealers, due to competitive conditions, have been compelled to make many changes in station prices every day that we have a rapidly fluctuating market, which is no uncommon thing these days, and farmers having the same facilities for getting the market that grain dealers have, are able to take advantage of their opportunities. This has caused much trouble at local stations, especially between dealers who do not have radio facilities and those who have, because it appears to the farmer that there is no stability in his local market, therefore grain is being bought on a very close margin, perhaps closer than at any time for a number of years.

For ten years the grain business has been conducted under demoralized market conditions, caused by large profits during the World War period which resulted in much overbuilding. The deflation period which caused large losses, the proposals of new terminal market facilities, the injection of Government control in the terminal markets with the consequent threats against marketing agencies which has caused wide fluctuations. The taxing of privilege trading out of existence, taking away the cushion needed in future trading, in fact, Government interference in our marketing system has brought us to a point where trading in futures has been a "gambler's paradise," and the trading in futures has a marked effect on the value of cash grain. Has this condition affected your business? It has beyond the question of a doubt, because profits have been at the vanishing point. Country elevators are getting older, many dealers are discouraged. In much of the Eastern territory, that is, Ohio, Indiana, and Illinois, the change in farming activities has reduced the volume of grain to handle, and many plants have become burdens to their owners because they have not changed their activities to meet the changing conditions in farming. This change of production in many territories has made many plants almost worthless, unless they can convert them into feed and merchandising properties, which many of them are trying to do.

These business conditions are not serious, because they only reflect the evolution through which the business is passing. Its future depends very largely upon the attitude of those engaged in the business in making the grain business conform to other business changes. Therefore, your job is to keep a little ahead of the changes.

There is but one real basic principle involved in the grain business, it is simple and not hard to understand, and I never could understand why there has been such a cloak of mystery thrown around the business by political agitators. There is no secret formulae to be followed in the transactions involved. Everything is wide open to the public, where anyone may read and apply the hard facts of marketing to the products he has for sale.

Market quotations are accessible by the way of the air and daily newspapers, almost any minute of the day. Freight rates are published and accessible at every railroad station in the country. Terminal market charges are made by rule of the grain exchanges and are uniformly applied to all shipments. Grades of grain are established by the Government, and largely determined mechanically. These are all known factors in marketing farm crops; no principle is involved in applying them except those of mathematics, which must be applied to all business, so there can be no mystery in regard to them.

The important principle is that of fairness, a grain dealer must be fair to himself and his business, and so conduct it that it will make for him a fair profit above the expense of operation. A man who is not fair to himself cannot be fair to his customers, for if he is unfair to himself, he must retrieve his losses by being unfair at times with his trade. Being fair with himself he automatically becomes fair with his competitors, which brings about good business relationship in his market and creates confidence in the minds of his customers, to

believe in his ability and willingness to deal with them on a fair basis. So I say, fairness is the basic principle around which the business revolves.

We often hear of unfair competitors in the business but we rarely think that the unfairness is doing them more harm than it is us. Have you ever known of a cut-throat competitor who lasted for any great length of time in the grain business? I never have. It is true they make trouble for a while but they finally pass out of business, because of their unfairness to their own interests. Business cannot survive without profits, and profits cannot accrue without an intelligent study of the problems of today and a rather clear forecasting of what they may be tomorrow. So if you make profits, you must be fair in weighing the problems of your business.

The effort to legislate business ethics into business transactions has been popular, but I do not recall of a single instance that has been a success. This is being recognized today by our legislators and leaders in political thought, and they are turning to other methods to curb the unethical practices of business by accepting arbitration decisions made by those familiar with the questions involved, and making them enforceable under the law. This practice in itself will correct bad practices quicker and better than any statutory law, because fairness is the method of arriving at the decisions.

Too many laws have been enacted without a clear understanding of the questions to be corrected and because agitators for political power are prone to appeal to prejudice to gain their point. The grain business has been subject to such attacks and adverse effects of legislation for many years, but the present indication points to a desire on the part of Government to allow the business to regulate itself from within, rather than from without. With the arbitration committees at work and the Government policy of "hands off" the grain trade will again go back to a normal basis, on a higher plane of business ethics than ever before.

This means you will be able to do business with less worry and with more time to develop your own business along the lines needed in your community. You need to give thought to the development of your business, because it is changing more rapidly than is generally understood. Many dealers are finding that grain receipts are gradually going down when they make a comparison between now and five or more years ago.

Recently I visited a territory in Illinois where there was much complaint about volume of business, the cause of which was said to be overbuilding of elevators in the territory, but when we made a check up we found that there had not been a house built in a radius of twenty miles in the past ten years. The change had been due to a change in farming activity, and a change in ownership of elevator property, the new owners not being familiar with the past experience of the stations had not realized the gradual change taking place in production or the increased amount of farm products entering into domestic consumption. It is hard to realize these changes in production and consumption at individual stations, because there are no radical changes from year to year. One has to look at it in a broad way to get the right viewpoint; for instance, our oat crop is about the same from year to year, and regardless of the disappearance of horse power because of motive power, the crop is consumed from year to year through local grinding and large commercial feed mills for the production of meat and dairy products. This change to meat and dairy production has changed many elevator plants into feed grinding institutions.

Outside of the wheat growing territory, farming is fast becoming a domestic industry and with the increase in population it will become more and more so. There will be sections of the country that will produce a surplus of grain crops for many years to come, but with the spread of industrial institutions, surplus production will gradually decrease, and surplus production territory will narrow down to well defined limits. The grain business must change with these changing conditions, and those engaged in it must devote considerable energy to building up side lines to take care of reduced volume of grain.

The real successful institutions today are those that have broadened their activities beyond the mere handling of grain. It seems to me that you men in the grain business have a bigger job than ever before in the history of the business, for it is your good judgment in analyzing individual station conditions, both for the present and the probability of the future, that will keep you in business from year to year.

The grain business is founded upon necessity, but it is not identical in all sections of the country, except in its one dominating principle, that of fairness. It will prosper and function to the satisfaction of all of us if left to work out its own problems. As business men, we all take an interest in our own business, as well as in related business institutions, so let us all work to bring about settled conditions and a sound expansion of business.

New Clearing House of Chicago Board.

Rapid progress has been made in formulating the rules under which the new clearing house of the Chicago Board of Trade will operate.

The officers are Joseph Simons, pres., with the following 15 governors:

To serve three years: Fred S. Lewis, Charles H. Sullivan, John A. Bunnell, John J. Stream and Joseph Simons.

For two years: J. G. McCarthy, Arthur S. Jackson, E. L. Roy, John W. McCullough and A. F. Lindley.

For one year: H. H. Lobdel, T. E. Cunningham, John C. Wood, Joseph P. Griffin and James A. Cavaney.

The clearing house will be known as the "Board of Trade Clearing Corporation" with a Delaware charter and power to buy and sell commodities and stocks and bonds.

Clearing will be done by a buyer or seller tendering his contracts to the clearing house which assumes the relation of buyer to a seller and seller to a buyer, the original buyers and sellers being released from all obligations to each other. Each of the members of the clearing house will pay to or receive from the clearing house the rise or fall in the market each day.

Margins may be called not to exceed ten per cent of the market price of the commodity; and where the market position or financial standing of a member is such as to render his trades unduly hazardous, the board, if three-fourths so vote, may call him for additional margins. Members may hold one to 12 shares of stock, each valued at \$2,500.

The Texrope Drive.

An important development in the field of power transmission machinery has just been announced by the Allis-Chalmers Mfg. Co., who have recently perfected an entirely new type of short center, flexible drive, known as the Texrope Drive. It consists of two grooved sheaves and a number of specially constructed endless "V" belts. The sheaves are set just far enough apart so that the belts fit the grooves without either tension or slack.

Slip, back lash or lost motion always cause jerky starting and uneven running. Since the Texrope belts just fit the sheaves, there is no slack or lost motion in the drive. Because of the "V" construction, they cannot slip, as the harder the pull the more firmly the belts grip the grooves. Being elastic and stretchable, they cannot jerk, either in starting, acceleration or running, nor can they transmit vibrations, but act as cushions between the driving and driven



A Texrope Drive.

machines. Therefore unusual smoothness of transmission is said to be attained, as opposed to the series of linear pulsations often delivered.

Bearing pressures are low, since no belt tension is employed. The drive occupies very little space. It is silent, perfectly clean, unaffected by moisture or dirt, and is safe, simple and trouble proof. Since there is no slip, the speed ratios are fixed and exact. It is durable, and each belt carries its proportional share of the load.

Texrope Drives from $\frac{1}{2}$ to 250 h. p., with ratios up to 7 to 1 and belt speeds from 800-6,000 feet have already been placed in service. They have been applied to nearly every industry.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Ft. Smith, Ark.—Joseph Bond is gen. mgr. for the Akoma Mfg. Co.

Ozark, Ark.—T. E. Stockton has purchased the grist mill formerly owned by F. N. Wilson.

Evening Shade, Ark.—Arden Anderson bot the property known as the Moser grain mill from W. H. Hawkins.

Selma, Ark.—The plant of the Northrup Mill & Grain Co. was recently burned, causing a loss of \$12,000 with only \$3,000 insurance. The warehouse was saved and the business of storage will continue.

Blytheville, Ark.—Jesse H. Webb, formerly owning half interest in the Blytheville Feed & Coal Co., recently incorporated, sold his interest to Gaines Jasper. The company is now owned by J. W. Adams and Gaines Jasper—J. W. Adams.

CALIFORNIA

Stockton, Cal.—The Sperry Flour Co.'s Union Mill has been shut down.

Los Angeles, Cal.—Mail addressed to the Feed & Fuel Dealers Ass'n, I. W. Hellman Bldg., has been returned unclaimed.

Tracy, Cal.—The Fabian-Fleisig grain and hay warehouse and its contents were recently destroyed by fire, causing a loss of \$65,000, only a small part of which is covered by insurance.

CANADA

Winnipeg, Man.—The Evans Grain Co., incorporated, capital stock, \$1,000,000.

Winnipeg, Man.—The Kneeland Grain Co., incorporated, capital stock, \$1,100,000.

Vancouver, B. C.—The Vancouver cash grain market of the grain section of the Vancouver Merchants Exchange was officially opened Nov. 2.

St. Johns, N. F.—Canadian government authorities announce that satisfactory negotiations with the promoter of a flour mill project have been concluded and the matter will now be proceeded with.

New Westminster, B. C.—The Harbor Board of New Westminster has been given permission by the Canadian Marine Department to issue bonds for the purpose of erecting a 300,000 bu. elvtr. to cost \$300,000, plans for which have been approved. This location is on the Fraser River, 15 miles south of Vancouver, B. C., where Valentine Quinn is also promoting an elvtr. building proposition.

Winnipeg, Man.—The Canadian council of agriculture, now in session, is urging some radical changes in the new Canada grain act. It is asserted that several clauses inimical to the farmer slipped in at the last moment and will have to be reconsidered. Most important of these relates to the owner of grain placed in country elvtrs. having nothing to say as to the terminal elvtr. into which it shall go.

J. Maharg, pres. of the Saskatchewan Co-op. Elvtr. Co., owners of 415 elvtrs. in that province, denies that the board of directors is negotiating for the sale of the company's elvtrs. to the wheat pool. The directors of the Saskatchewan wheat pool, however, have been authorized to purchase the elvtr. system of the Saskatchewan Co-op., and in the event of failure to do so, to construct elvtrs. themselves for the handling of pool grain. After the first year's operation of the pool there was a surplus of \$958,000 put aside for elvtr. purchase or construction. Eighty-six elvtrs. are now owned by the pool and more will be erected along new lines of railway. The fixed policy of the pool is to unify all farmers' elvtr. systems.

COLORADO

Denver, Colo.—J. K. Mullen, who has been seriously ill in New York, will soon be able to return to Denver.

Orchard, Colo.—Fire, originating in the engine room of the Fort Morgan Bean Co.'s elvtr. caused slight damage Oct. 30.

Arapahoe, Colo.—C. A. Rheem is now the mgr. for the Summit Grain Co., Denver, of the elvtr. at Arapahoe, 11 miles west of Weskan, Kan.

Colorado Springs, Colo.—W. L. Robinson, has taken over in a trade the mill and elvtr. of David J. Rootes of Tebbetts, Mo., which will be in charge of a son of Mr. Robinson.

IDAHO

Paul, Ida.—The Watson Mfg. & Elvtr. Co., incorporated by M. E. Watson, L. M. Watson and J. M. Watson.

Wilder, Ida.—The new 20,000 bu. elvtr. being built for the Colorado Mfg. & Elvtr. Co. will be ready for operation about Jan. 1, 1926. It is to be fully equipped with the most up-to-date machinery.

ILLINOIS

Paris, Ill.—Fire, caused by spontaneous combustion in a bin of cobs, slightly damaged Kidder's Mill.

Evansville, Ill.—The concrete elvtrs. of the Sauer's Mfg. Co. have been painted with waterproof paint.

Calvin, Ill.—Our elvtr. is being improved and modernized.—V. J. Stills, J. W. Stills & Son, Crossville, Ill.

North Aurora, Ill.—The elvtr. of the North Aurora Elvtr. Co. was slightly damaged by lightning on Oct. 2.

Peoria, Ill.—The annual convention of the Illinois Farmers Grain Dealers Ass'n will be held here Feb. 9, 10 and 11.

Clarence, Ill.—Chas. Parsons is not mgr. but has taken a position as foreman of our elvtr.—D. A. Patton, Frederick Grain Co.

Maunie, Ill.—Iglehart Bros. are having a new Y type 25 h.p. Fairbanks-Morse engine installed in their elvtr.—V. J. Stills, J. W. Stills & Son.

Astoria, Ill.—Roy Danner, for several years mgr. of the Bader & Co.'s elvtr. at Table Grove, has succeeded Chan Cowen, who resigned, as mgr. of the Farmers Grain & Service Co.

Milmee, Ill.—Thomas W. Schultz, 52, mgr. of the Farmers Grain Elvtr. Co., was killed Oct. 14 when an automobile in which he was riding was hit by a train on a grade crossing. A friend with him was also killed.

Mason City, Ill.—John A. McCreery, who was the first sec'y of the Illinois Farmers Grain Dealers Ass'n, serving for many years, and also during that time mgr. of the Mason City Farmers Grain & Coal Co., died on Oct. 8.

CHICAGO NOTES.

The Chicago Grain Receivers Ass'n held a banquet at the Hotel La Salle on the night of November 4. General trade conditions were discussed.

New members of the Board of Trade are Thomas D. Heed, Richard D. Bernhard, J. J. Van Bredakolff, Abraham E. Bernhard and Edgar B. Bernhard, all of Colvin & Co., and Geo. R. Thornton of Harris-Winthrop & Co. Applications for membership have been received from Edgar S. Barue, Robt. J. Straub, Wm. A. Howard, Hayden Newhall, Paul Gingold, W. E. Norton, A. C. Brown, Jacob Morduch and Ralph B. Fairchild. Those applying for transfer for membership are Archibald Montgomery, Jr., A. A. Howard, Est. of Daniel E. Newhall, Abe Cohn, Edw. Andrew, Michael Espert, A. S. Jackson, Jr., and John P. Krecker.

The contract for a 1,500,000-bu. reinforced concrete annex to the Rialto Elvtr. in South Chicago has been let by the Wabash railroad to James Stewart & Co. The annex will be made up of 40 cylindrical concrete bins arranged in five rows of eight tanks each, with interstack bins. It will be equipped with five fast handling conveyor belts above the tanks and five below, so that all bins can be filled or emptied with dispatch. The house is operated by the Nye & Jenks Grain Co.

INDIANA

Pence, Ind.—J. O. Crane, 57, died Oct. 21, of diabetes.

Shipshewana, Ind.—E. A. Wolfe has succeeded Wolfe & Bedington.

Princeton, Ind.—The Princeton Mfg. Co. has succeeded the Welborn Grain Co.

West Union, Ind.—Linebarger Bros. are not thinking of rebuilding this year.—Levi J. Linebarger.

Portland, Ind.—Fire, originating in the grain drier, slightly damaged the plant of the Haynes Mfg. Co., Oct. 15.

Dayton, Ind.—We are installing a new 80-hp. boiler, new feed chains, and making other improvements.—Dayton Grain Co.

Clay City, Ind.—The Farmers Co-op. Elvtr. Co. will erect a warehouse of brick, 45x120 ft., to replace one burned last spring.

Medford, Ind.—A No. 2 Jay-Bee Hammer Mill is being installed in the elvtr. owned by Stafford & Murray, by H. M. Motley.

Elwood, Ind.—John D. Kiefer has leased the two elvtrs. and feed mill of Harting & Co. and will operate as the John D. Kiefer Co.

Thornhope, Ind.—The Farmers Elvtr. & Supply Co. is having a corn sheller installed and changes made in dumps, by H. M. Motley.

Williamsburg, Ind.—The Williamsburg Co-op. Ass'n is changing the power in its plant from gas engine to electric, and installing a feed grinder.

Onward, Ind.—The Onward Grain Co. is installing a cleaner and sheller and making changes in dumps and drives. H. M. Motley has the contract.

Mardenis (Huntington p. o.), Ind.—The grain elvtr., owned by E. S. Brown, which was burned has never been rebuilt and there is no elvtr. at this station now.—X.

Speicherville (Wabash p. o.), Ind.—The plant of the Farmers Co-op. Elvtr. Co. has been sold to the Morrow Grain Co. of Wabash. Howard Morrow will be in charge.

Portland, Ind.—Clem A. White, 66, mgr. of the elvtr. of the Cartwright & Headington Elvtr. Co. and for 20 years associated with that firm, died on Oct. 28 after a short illness.

Hartford City, Ind.—Fay Sharke, of Dayton, has purchased the flour mill and east end elvtr. of the Cotterman Grain & Mfg. Co. Mr. Cotterman is retaining the west end elvtr.

Walton, Ind.—We purchased the Urmston-Harting Elvtr. Co.'s plant, taking possession on Oct. 27, 1925. John McComas made the sale. A. D. Shirley, formerly of Middletown, is in charge of the elvtr.—Shirley Bros.

Walton, Ind.—The Urmton-Harting Elvtr. of which I was part owner and mgr., having been sold to A. D. Shirley, I will discontinue the grain business but will remain in Walton handling an insurance agency.—O. A. Dutchess.

Fortville, Ind.—The Hardin Grain Co. has purchased the elvtr. of Furr & Cohee, and the business at this station will now be conducted by the one firm. The sale was made by John McComas. This company recently increased capital stock from \$20,000 to \$35,000.

Maplewood (Flitboro p. o.), Ind.—Our new 8,000-bu. elvtr. constructed on the site of the one burned in April, 1924, has attached feed room and office, also a grinding room next to elvtr. and bins. It is equipped with pit sheller, cleaner in cupola, Bauer 20-in. Single Disc Grinder, and Fairbanks-Morse Type Z 25-h.p. Oil Engine in attached fireproof engine room.—W. F. Fisher & Son.

Lawrenceburg, Ind.—The Rossville Grain Co. has incorporated for \$3,000. We do not succeed the Rossville Co. or the Rossville Distilling Co. Arrangements have been made for 200,000 bus. grain storage, and in addition, 100,000 bus. for mixed feed. The officers are the same as those of the Rossville Co.: Wm. P. O'Shaughnessy, pres.; E. A. O'Shaughnessy, v. p.; and V. M. O'Shaughnessy, sec'y-treas. and gen. mgr.—V. M. O'Shaughnessy.

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IOWA

Hartwick, Ia.—C. C. Gay is agt. for the Wilder-Murrel Grain Co.

Soldier, Ia.—The elvtr. of Johnson & Steiger was sold at auction Nov. 10.

Estherville, Ia.—Burt & Jones will install an attrition mill for grinding feeds.

Manson, Ia.—Davis Bros. & Potter have bot the property of the Nelson Elvtr. Co.

Arion, Ia.—G. V. Jordan recently purchased and wrecked the Milwaukee grain elvtr.

Chariton, Ia.—We are installing new oats grinder at our plant here.—Eikenberry Co.

Russell, Ia.—We are installing new oats grinders in our plant here.—Eikenberry Co.

Iowa City, Ia.—Construction of a grain elvtr. and grist mill has been started by W. H. Green.

Manson, Ia.—James Braginton, for 47 years a resident of Manson, died Oct. 27, of pneumonia.

Cedar Rapids, Ia.—Henry Heischer has succeeded A. J. Hinton as local office mgr. for the Wm. Bell Co.

Westview (Pocahontas p. o.), Ia.—The elvtr. of the Van West Grain Co. was slightly damaged by fire on Nov. 4.

Waterloo, Ia.—The Cuban Cane Molasses Co. has purchased the Waterloo & Cedar Falls Union Mill Co.'s warehouse.

Des Moines, Ia.—The annual convention of the Iowa Farmers Grain Dealers Ass'n will be held here Jan. 19, 20, 21, 1926.

Battle Creek, Ia.—The only regular elvtr. and grain shipper at the present is O. O. Spotts.—C. C. Crawford, Ida Grove, Ia.

Shenandoah, Ia.—The elvtr. of the Farmers Co-op. Exchange has been overhauled and re-modeled and an air-lift installed.

Mt. Auburn, Ia.—The Wilder-Murrel Grain Co. succeeded the Ray Murrel Grain Co. and is the only elvtr. here.—Wm. Bower, mgr.

West Union, Ia.—A grain show under the auspices of the Union Township Farm Bureau and local men was held during the last week in October.

Clearfield, Ia.—S. H. Fosmire, receiver for the old Farmers Elvtr. Co., has been authorized by court order to issue a 40% dividend to creditors.

Kingston, Ia.—The elvtr. of the Davenport Elvtr. Co. is not being operated and there is no elvtr. here since the M. B. S. R. R. quit business.—Henry Hessel.

Boydton, Ia.—The elvtr. of the Farmers Co-op. Ass'n has been rewired, changed from single phase to three phase, and a 30-in. Munson Mill installed by W. P. Hupp.

Buffalo, Ia.—L. W. Schaefer has bot the local mill property of the Buffalo Mig. Co. and installed up-to-date feed grinding machinery, auto truck dump and scales.

Algona, Ia.—The E. R. Rising elvtr. was slightly damaged by fire caused by the burning out of an electric motor in the top of the building on the morning of Oct. 26.

Hull, Ia.—Edward H. Huibregtse, mgr. of the Farmers Co-op. Ass'n, had several ribs cracked recently, when caught between the loading platform and car while loading stock.

Hamburg, Ia.—The Good Bros. have recently taken possession of the local Farmers Elvtr., bot some time ago, which gives them a line of several houses in surrounding towns, with two in Hamburg.

Anton, Ia.—The Trans-Mississippi Elvtr. Co. will construct a 50,000-bu. grain elvtr. The present elvtr. owned by the company at Anton which has been closed for three months, will be torn down to make room for the new building.

Marshalltown, Ia.—Kellogg-Huff Commission Co. of St. Joseph, Mo., opened a branch office about Oct. 15 with E. F. Stiefer in charge. The company had an office at this point about two years ago in charge of R. G. Sparks, now located at McCook, Neb., for the same firm.

Osage, Ia.—The Osage Co-op. Grain & Supply Co. has repaired the elvtr. badly damaged by fire several months ago. The new motor installed was placed on the ground floor instead of the cupola for the fire was believed to have been caused by the motor. On the night of Oct. 13 the office was burglarized but nothing was obtained by the prowlers.

Lakewood (Rock Rapids p. o.), Ia.—Fire, which started in the top of the building at about 4 p. m., Oct. 21, completely destroyed the elvtr. of the Lakewood Farmers Elvtr. Co., and about 2,000 bus. of grain in the house. Either a spark from a passing engine or spontaneous combustion is tho to be the cause of the fire. The loss has not been determined.

Sioux City, Ia.—At a recent meeting of the members of the Sioux City Grain Exchange, H. S. Nevillier was elected a new member of the board of directors, replacing L. C. Button whose term expired, and J. T. Scroggs and J. C. Mullaney were re-elected. The officers, T. A. Black, pres.; J. T. Scroggs, v. p.; J. C. Mullaney, treas.; and Freeman Bradford, sec'y, were re-elected.

Sioux City, Ia.—A meeting of representatives of grain elvtrs. in Woodbury county was held recently. It is planned to hold such meetings monthly and to keep a profit and loss record for each of the elvtrs. represented. Means of strengthening the grain elvtr. business and cooperation among the elvtrs. were discussed. All angles and problems of the business will be under discussion at these meetings.

Titonka, Ia.—E. O. Wright, local agt. for the North Iowa Grain Co., succeeded John Sleeper in July. Mr. Wright was formerly with Calender Grain Co., Callender, Ia. R. E. Nauman is mgr. for the Farmers Elvtr. Co. The North Iowa Grain Co. is repairing, overhauling and painting its local plant, installing new machinery and equipping with lightning rods. The Hutchinson Bros. are building a new mill and installing a 26-in. Monarch Attrition Mill.—E. O. Wright.

KANSAS

Olivet, Kan.—We have added a storeroom for mill feed.—Petty & Watson Grain Co.

Bazine, Kan.—A truck dump was recently installed by the Farmers Grain & Supply Co.

Home, Kan.—The elvtr. belonging to R. J. Lewis & Sons was slightly damaged by lightning on Sept. 18.

Junction City, Kan.—The B. Rockwell Mdse. & Grain Co. is discontinuing business and the property will be sold.

Oberlin, Kan.—C. B. Reogle is in charge of the new grain office just opened for the Lathrop-Marshall Grain Co.

Summerfield, Kan.—M. F. Flanagan has succeeded James Menehan as mgr. of the Farmers Union Elvtr. at Beattie.

Arkansas City, Kan.—Huffman & Ward have taken a year's lease on the Missouri Pacific elvtr., from John Probst.

Wilmore, Kan.—Jack Bane, formerly agt. of the Bowersock Mills & Power Co. at Wilmore, has moved to Athol, Kan.

Wayne, Kan.—J. B. Sherwood of Talmage has purchased the Duff Grain Co. Elvtr. and will be known as The Wayne Elvtr.—X.

Burdett, Kan.—Robbers blew the safe in the Farmers Elvtr. Co.'s office, obtaining about \$50 in cash and the same in checks.

Buhler, Kan.—The Farmers Elvtr. Co. has recently installed a 10-ton Howe Truck Scale and bot a radio set to get the markets.

Halls Summit, Kan.—Regle Bros. of Cottonwood Falls have taken over in trade the grain elvtr. owned by the Farmers Elvtr. Co.

Minneapolis, Kan.—The John Hartley Elvtr. of J. F. and S. E. Jackman was destroyed by fire, caused by locomotive sparks, on Oct. 17.

Topeka, Kan.—E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, is leaving for an automobile trip to California some time this month.

Wichita, Kan.—Wolcott & Lincoln have opened a branch office, with private wire to Kansas City, to be in charge of David Heenan.

Fredonia, Kan.—J. L. Hampton of the Hampton Bros. Mig. Co. sold his one-third interest in the business to A. L. and J. G. Hampton, effective Sept. 1, 1925.

Modoc, Kan.—The warehouse of the Salina Produce Co., with 1,000 bus. of grain and machinery therein, was destroyed by fire Oct. 9, causing a loss of \$2,750.

Atchison, Kan.—The Blair Elvtr. Corp. is installing in its plant corn chop grinding machinery and other equipment to enable them to handle mixed car business.

Beattie, Kan.—M. F. Flanagan, formerly mgr. of the Farmers Union Co-op. Ass'n of Summerfield, has succeeded James Menehan as mgr. of the Farmers Union Elvtr.

Hutchinson, Kan.—A branch office of Wolcott & Lincoln, with a private wire to the office at Kansas City, has been established and is in the charge of E. A. Mowrey.

Salina, Kan.—J. Roy Miller, of the Grain department of the H. D. Lee Flour Mills Co., has taken a membership in the Board of Trade, made vacant by the death of Charles M. Todd.

Hutchinson, Kan.—A. H. Hewes, a grain dealer at Ingalls, has applied for membership in the Hutchinson Board of Trade on transfer from L. H. Rethorst, former mgr. of the Kansas Grain Co.

Mt. Ida, Kan.—I have given up the project of building an elvtr. at Mt. Ida as I found that waste water from a tank across the tracks would keep the pit full of water, so I am looking for another location.—John McClune.

Great Bend, Kan.—Hal Davis has moved to Hutchinson, Kan., where he has been appointed mgr. of the Kansas Grain Co., but will continue in charge of the elvtr. department of the Moses Bros. Mills for the remainder of the season.

Morrowville, Kan.—C. E. Wyman, who recently sold his grain business in Scandia, has purchased the elvtr. in Morrowville, formerly belonging to the Duff Grain Co., of Nebraska City, which concern is disposing of its line of elvtrs. since the death of Mr. Duff.

Hutchinson, Kan.—C. F. Laird, who recently purchased the Ward Bros. Elvtr. at Ingalls, is still one of our directors and holds stock with us. He has severed any management, however, since taking charge of the house at Ingalls.—G. D. Estes, Midwest Grain Co.

Ford, Kan.—We are erecting a new brick office building, 9 ft. high, with floors of concrete, ceiling of metal, roof covered with asphalt shingle, and a fireproof vault. A ten-ton Fairbanks Truck Scale has also been installed.—J. L. Hippel, mgr., The Ford Co-op. Exchange.

Hutchinson, Kan.—Hal Davis, who has charge of the elvtr. department of the Moses Bros. Mills and will continue in that capacity for the remainder of this season, has moved to Hutchinson where he has been appointed mgr. of the Kansas Grain Co., to succeed L. H. Rethorst.

Marysville, Kan.—Three bankers and two mill operators, who pleaded guilty to wrecking the First Nat'l Bank and using the funds to finance the Marysville Mill & Elvtr. Co. and Blue Valley Packing Co., were recently sentenced in federal court; the mill operators, George T. Mohrbacker and J. E. Riley, being fined \$500 each.

KENTUCKY

Gordonsville, Ky.—The plant of the Gordonsville Mig. Co., owned by Bernard Edwards, and 400 bus. of wheat stored therein, were destroyed by fire about 2 a. m., Oct. 20.

Louisville, Ky.—The Thomson Elvtr. Co., succeeding the Thomson Mig. Co. and W. O. Thomson & Co., will do a general grain business and operate the 300,000-bu. elvtr. W. A. Thomas is pres., and W. A. Thomas, Jr., is v. p. and gen. mgr.

Germantown, Ky.—The new mill of the Germantown Mig. Co. will be ready for operation Jan. 1, 1926. It will have three stories and basement, 32 x 52, with shed on end, 18 x 32, and platform scale shed in front, 16 x 30 feet, and have a capacity of 50 bbls. daily.

**When Selling—
CORN or OATS**

Wire

SIMONDS-SHIELDS-LONSDALE
Grain Company
KANSAS CITY, MISSOURI

We are in the market every day

Operators of the Milwaukee and Rock Island Elevators—total capacity 5,500,000 bushels.

The GRAIN DEALERS JOURNAL

MARYLAND

Baltimore, Md.—Application for membership in the Chamber of Commerce has been made by Louis Slembecker, with Dennis & Co., Inc.; and Thos. G. Hope, of Legg & Co.

Baltimore, Md.—On Oct. 21, the B. & O. R. R. removed its embargo against shipments of grain to Baltimore for export thru its Locust Point elvtr., and thru the Fairport elvtr. at Fairport, O.

Baltimore, Md.—A new section has been added to the by-laws of the Chamber of Commerce declaring it to be "in violation of the spirit and intent of the commission rates" where certain specified services are rendered by, or thru, railroads, or their agents, and steamship companies, or their agents, without charge to, or for, non-resident members who do not maintain a bona fide office in the city of Baltimore.

MICHIGAN

Albion, Mich.—Allen D. Jeffrey, mgr. of the elvtr. of the Albion Farmers Elvtr. Co., died Oct. 30 at the age of 67.

Palms, Mich.—The new elvtr. of the A. R. Thomas Elvtr. Co. has been completed and is in operation.—R. W. Noble, mgr.

Another meeting of the Michigan Hay & Grain Ass'n will be held about the middle of November at either Saginaw or Alma, Mich.

Mendon, Mich.—I have enlarged this elvtr., adding a grinding room and installing an 18-in. Dreadnaught Grinder and Cornsheller.—G. R. Little.

Vassar, Mich.—Hart Bros. of Saginaw, Mich., purchased the Vassar Farmers Elvtr. Co.'s property, consisting of flour mill, elvtr., warehouse and coal yards.

Williamstown, Mich.—We have bot the bean elvtr. of O. D. Corwin and are using it in connection with our general elvtr. business.—Williamstown Elvtr. Co., W. E. Kuhn, mgr.

Vulcan, Mich.—The flour mill belonging to Noel Turner was burned recently. The loss was \$20,000, with only \$6,000 insurance. Several thousand dollars worth of new machinery was ruined.

Deford, Mich.—We have just completed our new elvtr., replacing the one burned some time ago. It is operated by a unit system of electricity and equipped with a Jay-Bee Feed Grinder.—Cass City Grain Co.

Detroit, Mich.—Officers of the Detroit Malt & Grain Co., recently incorporated, are: H. Henze, pres. and mgr.; L. Henze, v. p.; C. Henze, sec'y-treas. The plant includes a grain elvtr. of 30,000 bus. capacity.

Auburn, Mich.—J. B. Sullivan and R. T. Walsh have taken over the plant of the Auburn Elvtr. Co. and are operating it under the name of the Auburn Bean & Grain Co. A previous report that this elvtr. had been purchased by Wolohan Co., Inc., was erroneous. Mr. Walsh was formerly connected with the Wolohan company at Freeland.

Detroit, Mich.—T. W. Swift, pres. of the Swift Grain Co., died here Oct. 24, aged 60 years. At one time he was a member of the firm of Caughey, Swift & Co., and for many years previous was the managing partner of McLean-Swift & Co., a charter member of the National Ass'n. At the start his firm maintained headquarters at Union Mills, Ind., and operated several country elvtrs. Later it built and operated a modern cleaning and transfer elvtr. at Battle Creek, Mich., and maintained its headquarters there until the elvtr. was burned.

MINNESOTA

Kenneth, Minn.—The Kenneth Farmers Elvtr. Co. has overhauled and repaired its plant.

Ash Creek, Minn.—O. E. Helling has succeeded C. F. Kelly as mgr. of the Farmers Elvtr. Co.

Dundee, Minn.—M. McGinn has succeeded Walter Apple as mgr. of the Farmers Elvtr. Co.

Gully, Minn.—The Gully Farmers Elvtr. Co. plans to install a new motor in its plant this fall.

Mankato, Minn.—The C. A. Nachbar Co. operates the only elvtr. in town.—C. A. Nachbar.

Owatonna, Minn.—The new brick office building of the Farmers Co-op. Elvtr. Co. has been completed.

Waterville, Minn.—The Commander Elvtr. Co. has equipped its elvtr. with lightning rods.—O. C. Zellmer.

Iona, Minn.—We have just installed a Strong-Scott Dump in one of our elvtrs. here and are making repairs.—Rathlisberger Bros.

Brycelyn, Minn.—The Brycelyn Farmers Elvtr. Co. is installing a scale, dump, re-siding the elvtr. and making other improvements.

Minneapolis, Minn.—The construction of additional concrete grain tanks, capacity about 300,000 bus., for the Interior Malt & Grain Co., has been completed.

Medford, Minn.—The Medford Elvtr. Co., succeeding the R. E. Jones Co., has installed electric power in its plant. The headquarters of the company are at Shakopee, Minn.—W. M. Grimes, mgr.

Florence, Minn.—In addition to building a 20,000-bu. annex, we have also installed a truck dump in the main elvtr. and changed the cup belt drive from bottom to top drive.—A. E. Anderson, mgr., Monarch Elvtr. Co.

St Paul, Minn.—John C. Willis, for four years ass't mgr. of the office of Thomson & McKinnon, will succeed Dan McKinnon as mgr. of the St. Paul office. Mr. McKinnon has been transferred to the St. Petersburg, Fla. office of the firm.

Minneapolis, Minn.—The following have been appointed members of the business conduct com'ite of the Chamber of Commerce: H. J. Moreton, pres. of Chamber of Commerce; Will Williams, mgr. of the Clearing House; F. M. Crosby, J. D. McMillan and B. F. Benson.

Minneapolis, Minn.—The amendments to the rules of the Chamber of Commerce published in the Journal Oct. 25, page 506, were adopted by vote of the members Nov. 6. One amendment guarantees to the buyer of a future that he will get a favorable freight rate to Chicago, and the other makes grain in Duluth elvtrs. applicable on futures.

Revere, Minn.—The Farmers Elvtr. Co. has put up a new 2,000-bu. corn crib. The only damage done to our elvtr. when lightning struck in September, was a hole in the roof and burnt out fuses in the switch as the bolt went thru the roof and followed the conduct pipe down to the switchbox which was grounded.—Wm. Nelson, agt., Eagle Roller Mills Co.

MISSOURI

Wirth, Mo.—The elvtr. here is not running. No other one in sight.—X.

Moberly, Mo.—The McAfee Mfg. Co. suffered slight loss by fire recently.

Republic, Mo.—We have closed our Republic plant.—Red Patterson Mfg. Co., Coffeyville, Kan.

St. Joseph, Mo.—A movement is on foot to reopen the Elwood terminal elvtr., preferably as a public house.

St. Joseph, Mo.—The plant of the Schreiber Mfg. & Grain Co. was damaged recently by fire, the greater damage, however, being done by water.

St. Joseph, Mo.—Charles Sowter recently sustained a fracture of the right leg when his clothing was caught in a belt on machinery at the Schreiber Mfg. & Grain Co.'s plant.

Seymour, Mo.—L. W. Shultz has taken over in trade the mill property of J. N. Todd, and will replace the old mill building with a new structure, and the old machinery with up-to-date equipment.

St. Joseph, Mo.—F. O. Zimmerman, formerly connected with the Kellogg-Huff Grain Co., is now associated with the A. J. Brunswig Grain Co., the change taking place Nov. 1. Mr. Zimmerman came from Kansas City about 18 months ago.

Tebbetts, Mo.—David J. Rootes has traded his mill and elvtr. to W. L. Robinson of Colorado Springs, for 4,000 acres of Colorado land. A son of Mr. Robinson, who owns a string of elvtrs. in Colorado, and a wholesale feed and grain business in Colorado Springs, will manage the new Missouri property.

Charleston, Mo.—Fire, caused by defective wiring, destroyed the plant of the Mississippi County Cotton & Grain Co. late on the night of Oct. 26. Damage estimated at \$80,000 was done, flour milling machinery valued at \$75,000 being destroyed and the building, of frame with sheet iron exterior, damaged to the extent of about \$6,000.—P.

Carthage, Mo.—The Morrow-Kidder Mfg. Co. is defendant in a suit for \$15,000 damages, alleged to have been received by Fred Whitehead on April 14, 1925, when his clothing caught on a projecting screw on a block on a line shaft while he was replacing a belt, drawing him into the machinery and permanently injuring his arm and shoulder.

St. Joseph, Mo.—The Quaker Oats Co. is considering the purchase of the properties of the Aunt Jemima Mills Co., which include the line of elvtrs. operated under the firm name of A. J. Elvtr. Co. The deal, which is expected to be completed in a few days, is said to involve more than \$3,000,000, and over \$1,000,000 will be spent in improvements.

KANSAS CITY LETTER.

The Rodney Mfg. Co. is located in its new offices on the sixth floor of the Huntzinger Bldg.

Arthur J. Mann has applied for membership in the Kansas City Board of Trade on transfer from B. C. Christopher, deceased.

John Kellogg, of the Armour Grain Co., was elected to membership in the Board of Trade, Oct. 27, on transfer from Geo. E. Marcy.

Wolcott & Lincoln have opened branch offices in Hutchinson & Wichita and have private wires connecting these points with their Kansas City office. David Heenan, formerly with the Armour Grain Co., is in charge at Wichita, and E. A. Mowrey, at Hutchinson.

Property valued at \$684,594.71 was scheduled in the inventory of the estate of the late William D. Orthwein, filed in probate court, Oct. 9. According to the will, a trust fund of \$250,000 will be established for the support of the widow, with the remainder going to the children and grand children.

The business conduct com'ite of the Kansas City Board of Trade, appointment of which was recently authorized, will consist of Harry C. Gamage, pres. of the board of trade; Chas. W. Lonsdale, pres. of the grain clearing company; and Ben C. Moore, pres. of the Moore-Seaver Grain Co., appointed for the three-year term; J. E. Rahm of the J. E. Rahm Grain Co., for the two-year term; and L. S. Mohr, pres. of the Zenith Mfg. Co., for the one-year term. This com'ite has authority to prevent manipulation of prices, and power to investigate and scrutinize the operation of any member or firm. Severe penalties are provided for irregular practices or violations of the letter or spirit of the exchange rules.

ST. LOUIS LETTER

The Marshall Hall Grain Co. has placed its large new oats purifier in operation.

Thomas L. Martin, 73, for the past 15 years connected with the Annan-Burg Mfg. & Grain Co., died recently after a brief illness from pneumonia.

John Kellogg, of the Armour Grain Co., Chicago, has been admitted to membership in the Merchants Exchange, taking over the membership formerly held by Geo. E. Marcy.

The proposition to amend the rules of the St. Louis Merchants Exchange to abolish sales of grain on destination weights was defeated by a vote of 213 for and 144 against, a two-third majority being necessary to carry.

The Merchants Exchange has adopted rules similar to those adopted by the Chicago, Minneapolis and Kansas City Boards of Trade, the main purpose of which are to limit wide fluctuations in future prices and to control more effectively trading in grains.

MONTANA

Kalispell, Mont.—J. A. Larsen of Whitefish, has bot the elvtr. formerly owned by Berry & Bryer, known as the B. & B. Elvtr.

Floweree, Mont.—The Greely Elvtr. Co. has succeeded the Floweree Farmers Elvtr. Co. H. W. Walker is agt. The Rocky Mt. Elvtr. Co. is not operating.

NEBRASKA

Shelton, Neb.—Guy R. Patrick is the new mgr. of the Grange Elvtr. Co.

Lincoln, Neb.—A small loss by fire was sustained by the Lincoln Mills on Oct. 26.

Gretta, Neb.—W. H. McKeon has succeeded J. H. Westphalen as mgr. of the Gretta Elvtr. Co.

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Maskell, Neb.—I bot the property of the McCaull-Webster Elvtr. Co. at this place in June, 1925.—A. R. Olson.

Norman, Neb.—Joe Widdersheim, mgr. of the Farmers Union Co-op. Grain & Supply Co., has resumed work after a long illness.

Solon, Neb.—Fire, originating in the blow torch on the engine, slightly damaged the elvtr. of the Farmers Union Co-op. Ass'n.

Superior, Neb.—A new building is to be erected for use of the Superior Grain Exchange and the government inspection department.

Ogallala, Neb.—E. A. Smith, prominent cattle-feeder, is building a 10,000-bu. elvtr. for grain storage, with barn and sheds, electrically lighted.

Cozad, Neb.—The contract for the new 20,000-bu. iron-clad elvtr. and coal sheds for the Farmers Elvtr. Co. has been let to the W. H. Cramer Const. Co.

North Loup, Neb.—The new steel-covered, electrically equipped elvtr. of the Farmers Grain & Supply Co. has just been completed and is in charge of O. R. Hill.

Callaway, Neb.—We are building a 15,000-bu. cribbed, iron-clad elvtr. The contract was let to W. H. Cramer Const. Co.—W. E. Reeder, mgr., Farmers Elvtr. Co.

Byron, Neb.—Ed. C. Sanford has purchased the elvtr. formerly owned by J. F. Gregory & Sons, installed a 10-ton Fairbanks Truck Scale, a Kewanee Truck Dump and built a corn crib. This elvtr. will be known as the Ed. C. Sanford Grain Elvtr.

Nelson, Neb.—The milling plant of C. E. Jensen & Sons, recently burned, is being rebuilt and in the meantime arrangements have been made for part time use of the mills of the Superior Mfg. Co., Superior, Neb., in order to fill contracts and supply local trade.

Lincoln, Neb.—The First National Bank has been given judgment for \$58,940 against the Lincoln Grain Co., and \$50,000 against the Globe Indemnity Co. for conversion of grain for which the bank is alleged to have held the warehouse receipts. An appeal has been taken by the grain company.

Omaha, Neb.—At a caucus held Nov. 4, the following nominations were made for three new directors to be elected on Nov. 11: O. E. Harris, M. I. Dolphin, and Chauncey Abbott, Jr., who will succeed C. D. Sturtevant, who has been pres. for the last year; C. C. Crowell, Jr., who served as treas. for the last three years; and Mr. Dolphin. After election of the new directors the board will meet to choose officers.

NEW ENGLAND

Newport, N. H.—The firm of Leon W. Gile is building a grain elvtr. and storehouse.

Woodfords, Me.—Wescott & Co. have removed from Portland to Woodfords, Me.

Goffstown, N. H.—The firm of R. M. Gordon, grist mill and grain, has sold its water rights and installed electric power.

Concord, N. H.—The firm of Cressy & Co., a partnership of Frank Cressy and Harry R. Cressy, has continued under the same title and practically the same management, since the death of Frank Cressy, July 13, 1925, and no change will be made.

NEW YORK

Buffalo, N. Y.—A smoldering rope in one of the marine legs of the Superior Elvtr. caused a fire alarm early Oct. 18. No damage was done.

Genoa, N. Y.—The elvtr. of the Alwater Bradley Corp. has been taken down on account of abandonment of railroad and rebuilt at Locke, N. Y.

Buffalo, N. Y.—Martin Kropski, night watchman at the Washburn-Crosby Co.'s elvtr., was found dead in the plant on Oct. 31. Death was attributed to natural causes.

Buffalo, N. Y.—A channel is being cut to the new elvtr. of the Saskatchewan Co-op. Elvtr. Co., Ltd., and it is expected to have it open in time to permit placing wheat in the elvtr. before the end of the month.

Locke, N. Y.—The Alwater Bradley Corp. has removed its elvtr. from Genoa to this station, taking down the structure and re-erecting it. The capacity is 18,000 bus., and feed mill machinery has been added to the equipment.—Alwater Bradley Corp.

Oswego, N. Y.—Four barges, loaded with 80,000 bus. of Canadian wheat, arrived via the state barge canal recently, and 10 other barges are expected to arrive in a few days, which will make a total of 340,000 bus. of grain in storage in the new state elvtr. at Oswego. Charles Ryan of Buffalo has succeeded A. J. Dowd as ass't supt. of the elvtr.

Buffalo, N. Y.—Daniel E. Newhall, of D. E. Newhall, Inc., grain merchants, who was for many years a member of the Chicago Board of Trade, and later of the Buffalo Corn Exchange and the Chamber of Commerce, died Oct. 29, at the age of 79. He was one of the pioneer grain brokers of the city, having had offices in the Chamber of Commerce Bldg. since it was built. He had retired from active business about nine years ago.

NORTH DAKOTA

Minto, N. D.—John McHue has succeeded W. Gillespie as mgr. of the Grain Growers Co-op. Elvtr. Co.

Hettinger, N. D.—Two elvtrs. belonging to the Farmers Elvtr. Co. were burned Oct. 26; loss \$50,000.

Johnston, N. D.—Daniel Burke, proprietor of the local elvtr., has been in a hospital for some time but is now improving.

Omeme, N. D.—Robert Peterson has been promoted from ass't mgr. of the Northland Elvtr. Co.'s house at Lankin, to mgr. for that company of the elvtr. at Omeme.

Bottineau, N. D.—The Farmers Elvtr. Co., in charge of Oscar Helgerson, and the Bottineau Grain Co., in charge of C. C. Gorder, have made extensive improvements in their elvtrs.

Arthur, N. D.—Joseph A. Burgum, 65, for the last 16 years mgr. and sec'y-treas. of the Farmers Elvtr. Co., died Oct. 20. The board of directors met and elected his son, Leland S. Burgum, to take his place.

Grand Forks, N. D.—The Benson-Quinn Commission Co. of Minneapolis, has opened a branch office under the management of G. Gundersen, who formerly represented the company in territory west of Devils Lake.

Fessenden, N. D.—The smallest of the elvtrs. of the Osborne-McMillan Co. has been taken down and the material shipped to Lemert to be used in the construction of an elvtr. there to replace one recently destroyed by fire.

Arthur, N. D.—The Farmers Elvtr. Co. has contracted with the Ottetta Power Co. of Fergus Falls, Minn., for 2,300-volt alternating current. The company will use electric power in the elvtr. and also furnish the town with power.

Arnegard, N. D.—The elvtr. of the Farmers Elvtr. Co., with grain in storage, was recently destroyed by fire. The grain was fully insured, and the house for \$14,000, making the actual loss about \$6,000. We will build in the spring.—Farmers Elvtr. Co.

Wyndmere, N. D.—Jim Neff, employed at the elvtr. of the Merchants Elvtr. Co., was injured some time ago while repairing the scales under the dump, when the platform became released, coming down on him and breaking three ribs and his shoulder blade.

OHIO

Kingston, O.—Jesse Brundige is equipping his elvtr. with drying facilities.

St. Johns, O.—Chas. Bush has resigned as mgr. of the elvtr. of the St. Johns Co-op. Co.

Sullivan, O.—Meyer & Dove have taken over the plant of the Sullivan Farmers Co-op. Exchange Co.

Napoleon, O.—C. Röthenberg is the new mgr. for the Napoleon Grain & Stock Co., succeeding P. B. Hipp.

Brice, O.—The Motz-Cook Grain Co. is having a 24-in. motor driven attrition mill installed by J. M. Bell.

Louisville, O.—The Keith Mfg. Co. has bot the business of the Louisville Feed & Grain Co.—Geo. Fladring.

De Graff, O.—The De Graff Hay & Grain Co. has bot the 40,000-bu. elvtr. formerly owned by Andrew Mohr.

Ravenna, O.—We have rebuilt our warehouse that was destroyed by fire in August.—J. F. Babcock Mfg. Co.

Danville, O.—The Farmers Grain & Feed Co., successors to D. W. Keiser, have installed a new grinder and feed mixer.

Wapakoneta, O.—We are practically out of the grain business and handle it only as a side line.—Wm. Bittler, Hauss & Bittler.

Williamstown, O.—C. N. Baler is the present mgr. of the Williamstown Elvtr. Co., having succeeded Geo. Searfoss in July, 1925.

Kirkwood, O.—The Fristoe Grain Co. of Piqua, is building a 35,000-bu. corn crib, 80x24x24 ft., to cost approximately \$6,000.—E. D. Fristoe, mgr.

Anna, O.—We expect to build a feed warehouse of 8 or 10 cars capacity next spring and equip it with a feed grinder.—Anna Farmers Exchange.

St. Henry, O.—The Landman Mfg. Co. is replacing its grinding unit with a new ball bearing attrition mill and installing other equipment. J. M. Bell has the contract.

Tippecanoe City, O.—Within the next month a number of new machines will be installed in the local flour mills purchased by H. L. Penn. The entire plant will be run by motor.

Antwerp, O.—The Antwerp Equity Exchange Co. is installing a new custom grinding feed plant, a 22-in. Bauer Attrition Mill, and other equipment. J. M. Bell has the contract.

Jewell, O.—A 15,000 bu. steel elvtr., the third to be built on the same site, the other two having burned, is being erected at a cost of \$23,575 for the Farmers Co-op. Elvtr. Co. (also known as the Jewell Grain Co.).

Avery, O.—The Avery Elvtr. & Grain Co. has been sued by a conductor of the N. Y. C. R. R. for \$50,000, for damages alleged to have been caused two or three years ago by the coal sheds being too close to the right of way.

Orrville, O.—The Pontius Coal & Grain Co. succeeded the Orrville Mfg. Co. The new firm wrecked the mill, reconstructed the elvtr., and built two warehouses and feed mill. Howard T. Pontius is mgr.—Pontius Coal & Grain Co.

Xenia, O.—The Ervin Mfg. Co. is building a 10,000-bu. concrete elvtr. divided into 6 bins. It is equipped with one stand of elvtrs., a gas engine, sheller and cleaner. Adjoining it will be a concrete block warehouse covered with composition roofing.

Loudonville, O.—Fire starting on the second floor of the elvtr. of the Loudonville Grain Co. early in the morning on Oct. 20 destroyed the plant and contents with a loss of about \$25,000. The adjacent grain elvtr. of Jacob Bender was partially burned; damage estimated at \$5,000.

Granville, O.—The Hulshizer Mfg. Co. is remodeling its plant and installing machinery for making mixed feed. The equipment includes a 22-in. attrition mill, a 1-ton batch mixer, a cob crusher, corn cracker and grader, 3 stands of elvtrs. and feed conveyor. A 50-h.p. gas engine will furnish the power. J. M. Bell has the contract.

OKLAHOMA

Custer, Okla.—The Custer Mfg. Co. has changed location to Altus, Okla.

Fairview, Okla.—The G. W. Johnston Grain Co. is enlarging its plant and installing a feed mill.—J. N. Voorhees.

Hitchcock, Okla.—The plant of the Hitchcock Flour & Feed Co., also known as the Schlotthauer Mill & Elvtr. Co., was completely destroyed by fire Oct. 20. Loss, \$5,000.

Enid, Okla.—Some time ago the Millers Mfg. Co. sold its property to the Great Plains Mill & Elvtr. Co., of which Geo. C. Grogan is pres. The former company has now dissolved.



We Carry a Complete
Stock of
Sprocket Chains
in all sizes.
Our line of Grain Elevator
Machinery is complete.

American Machinery & Supply Co.
Omaha, Nebr.
Howe Scales **Kewanee Dumps**

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Enid, Okla.—The plans for the new 1,000,000 bu. elvtr. for the Enid Terminal Elvtr. Co. have been drawn by Kaucher & Hodges. The contract is to be let in November for the construction of the first unit, which will have 500,000 bus. storage capacity and the work house.

OREGON

Portland, Ore.—Shull, Armstrong & Co. have moved to new offices in the Lumbermen's Bldg.

Ontario, Ore.—The Ontario Grain Co. has been incorporated for \$25,000, by Frederick G. Cleveland, Margaret S. Cleveland and Ben C. Russell, of Ontario, for dealing in grain, feed, hay, etc.

SOUTH DAKOTA

Hooker, S. D.—A new office is being built by the Farmers Elvtr. Co.

Aberdeen, S. D.—We may install new air hoist dump in the spring.—I. H. McLaughlin, agt., Pacific Grain Co.

Crandon, S. D.—I am going to install lightning rods and have recently installed electric lights thruout the elvtr.—G. G. Stahl.

Turton, S. D.—We have equipped our plant with up-to-date machinery, including a disc cleaner.—H. O. Ewing, mgr., Farmers Elvtr. Co.

SOUTHEAST

Wrightsville, Ga.—The Wrightsville Grain Co. has discontinued the grain business.

Montgomery, Ala.—O. C. Holland & Co. have almost entirely discontinued selling grain.

Salem, Ala.—A \$12,000 loss was caused by fire to the Northrup Mill & Grain Co.'s mill.—P.

Meridian, Miss.—The Meridian Grain Co. has remodeled its mixed feed plant and added 30,000 bus. storage. Kaucher & Hodges had the contract.

TENNESSEE

Dyersburg, Tenn.—The Dyersburg Mfg. Co. is not operating its plant, nor is there any successor to the company.

MEMPHIS LETTER.

W. P. Brown & Co. are now out of business. The McInnes Grain & Seed Co. has succeeded the McInnes-Montgomery Co.

D. L. Griffith, of Carver & Griffith, is recovering from a major operation.

J. W. Fulghum, formerly v. p. of Shanks-Phillips & Co., and also in charge of the grain and feed department, is now operating a brokerage business in grain, millfeed, flour and meal.

The construction of a municipal grain elvtr. is being considered, C. B. Fox, a leading exporter of New Orleans, being one of the chief supporters of the project. The site would be donated by the city of Memphis and estimate of the cost is given at approximately \$2,500,000. It is thought that with such an elvtr. grain shipments thru New Orleans would increase 5,000,000 to 7,000,000 bus. annually.

NASHVILLE LETTER.

The Decatur Mill & Elvtr. Co. has begun the production of dairy and chicken feed.

The Tennessee Grain Co. has not built additional concrete bins this season as planned, but has added some flour blending machinery in its warehouse.

The River & Rail Elvtr., controlled by John A. Tyner & Co., which was burned some time ago, will not be rebuilt. John A. Tyner is now operating as John A. Tyner & Son.

The Ford Flour Co. has sold the ground on which its plant was located to the United States Tobacco Co. for \$90,000 and will transfer its business to the Liberty Mfg. Co. plant, which it now operates.

The Moon-Bennett Grain Co., which recently purchased the 40,000 bu. elvtr. and warehouse of 40,000 bus. capacity bagged grain, with drier in connection, previously owned by S. S. Kerr, will do a receiving and shipping business in all grains and millfeed and split cars. J. C. Bennett, Jr., is pres., sec'y and gen. mgr.; Fred J. Moon is v. p. and treas.

TEXAS

Luling, Tex.—A flour mill will be erected by S. T. Green. It will be equipped to handle 60 cars of grain.

McKinney, Tex.—Our firm, the Griffin Grain Co., has been in business for about three months in this city.—J. L. Griffin.

Fort Worth, Tex.—The Humphrey Mill & Elvtr. Co. incorporated, capital stock, \$70,000, by Fred L. Humphrey, K. S. Vickery and S. Spears.

Houston, Tex.—We have added to our grain business a track and transit department, with H. F. Zama, formerly with Sigmund Rothschild Co., as mgr. We will specialize in coarse grains and mill feeds, and solicit terminal accounts.—Saint & Co., Inc.

Oklahoma City, Tex.—Fire believed to have been of incendiary origin destroyed a grain elvtr. belonging to Frank Kell, Wichita Falls miller, on Oct. 12, and caused damages amounting to \$5,000. This is the second fire in the same elvtr. inside a period of about three weeks.

WISCONSIN

Cuba City, Wis.—A new Monarch Electric Attrition Mill has been installed in A. H. Splinter's feed mill.

Loyal, Wis.—O. W. Trindal has hot the house known as the Loyal Elvtr. from Dickenson Bros. & Trindal.—Orin Trindal.

Portage, Wis.—We have overhauled and improved our elvtr. and seed and bean cleaning departments.—F. H. Cochrane Co.

Milwaukee, Wis.—The Chicago & Northwestern Railway is erecting a new two-story, 50x50 ft. office building at its Kinnickinnic Elvtr.

Milwaukee, Wis.—Arthur G. Kneisler has withdrawn from membership in the Chamber of Commerce and surrendered his certificate for transfer.

Milwaukee, Wis.—Charles Edward King is a recently elected member of the Chamber of Commerce, and the membership formerly held by Robert L. Gainer has been transferred.

Superior, Wis.—Mrs. Mollie H. Widell has been appointed member of the Grain & Warehouse Commission of Wisconsin by Governor John J. Blaine, to succeed William Bradley, deceased, her term expiring next February. She has been sec'y of the Republican State Central Com'te.

Superior, Wis.—The announcement of a greatly reduced schedule of inspection fees, effective Nov. 1, was made by E. W. Feidler, chairman of the Wisconsin Grain & Warehouse Commission, following a similar action of the Minnesota Railroad & Warehouse Commission. This latter has been opposed on account of provision being made for a charge covering protein test on all grain whether asked or not. The new Wisconsin fee for inspection and protein test on grain combined is half of the new Minnesota fee for the same service, being only 75¢ while the Minnesota charge is \$1.50.

Milwaukee, Wis.—The Milwaukee Chamber of Commerce has recently voted to amend its rules to conform to the changes made by the Chicago Board of Trade to control price fluctuations. A business conduct com'te will be appointed with authority to supervise the practices of members of the exchange, particularly in their relations to non-members and the general public. Permitting non-resident members to vote by mail on given questions, discontinuing the issue of membership certificates, and reduction of commission on spelt from 1% of the sale value with a minimum of 1½c per bu., to 50c per ton with a minimum of \$15 per carload, are other revisions made.

The validity of the Texas law providing for the sale of full sixteen ounce loaves of bread only, is attacked in a suit which has been filed in the criminal appeals court. It grew out of a charge against C. H. Ford of Harrison county for selling three 13-ounce loaves. Bakers should not be denied the right of contract.

Chicago, Ill.—A giant bakery combine under the name of the General Baking Co., has resulted from the merging of the Ward Baking Co., the General Baking Co., and the Continental Baking Corp. Articles of incorporation were filed in Baltimore on Oct. 4. A total of 157 baking plants comes under control of the new corporation, which does approximately 10% of the bread business in this country. The merger has been pending for some time.

Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold bushels of at cents per bushel, to grade No. to be delivered at on or before". They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

Grain Dealers Journal
309 South La Salle St. Chicago, Ill.

Cipher Codes

Universal Grain Code: The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. 160 pages, 4½x7 inches. Price, leather bound, \$3.00; paper bound, \$1.50.

Robinson Telegraph Cipher Code: With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

Millers Telegraphic Cipher Code: 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3¾x6 inches, cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. Contains 145 pages 4½x5½ inches, bound in cloth. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Supplement: Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cables. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches. Bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter Revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

The GRAIN DEALERS JOURNAL

Seeds

Kansas City, Mo.—The Western Seedsmen's Ass'n will meet here Nov. 14.

Cambridge, Ill.—A large new seed handling plant has been constructed by Morgan Bros.

Salina, Kan.—The Salina Seed Co. has opened for business. Wm. Lundstrom and Lee Finley are partners in the firm.

Big Lake, Minn.—H. M. Miller seedsman operating an elevator and seed house here, was killed in an automobile accident recently.

St. Joseph, Mo.—The Farber Seed Co. has opened a retail branch store here & moved its offices therein from its wholesale headquarters.

Sidney, Mont.—The plant of the Northland Seed Co. has been enlarged and improved. The building has been raised, an addition built and a full basement put in.

Dalton, N. Y.—Wm. D. Burt, 50, died recently. He started in the seed business in 1895 in a small way and developed a large wholesale trade. Friends mourn their loss.

Mount Vernon, Wash.—John M. Lindblom has re-entered the seed and grain business which he organized 15 years ago. Wm. Hayton and Byron West are his associates.

San Jose, Ill.—The Kelly Seed Co. has built a 44x88 ft. addition to its warehouse. Roof and sides of the addition are made fire-proof with a covering of tarred roofing and sheet-iron.

Boise, Ida.—Production of Grimm alfalfa seed in Idaho last year amounted to 85 per cent of the Grimm produced in the entire United States. This year the percentage will be smaller.

Roosevelt, Utah.—A 50x100 ft. concrete and steel warehouse to cost approximately \$4,500 will be built here by the J. G. Peppard Seed Co., of Kansas City, directly east of the present warehouse.

Nashville, Tenn.—E. F. Baird, sec'y-treas. of McKay-Reese Co., died suddenly last month from heart failure. Mr. Baird was well known thruout the seed and grain trade and many mourn his death.

St. Joseph, Mo.—Mangelsdorf Seed Co. of Atchison, Kan. bot out Mitchell Seed Co. and is to take possession of the physical properties Nov. 10th or 11th. Mr. Mitchell is undecided about his plans for the future.

New Albany, Ind.—Henry L. Graf, 65, pioneer seed dealer here, who retired some years ago, turning his business over to his son, died on Oct. 23, after confinement to his bed for 2 weeks. His widow, one son, one daughter and a brother mourn their loss.

Imports and Exports of Seeds.

Imports and exports of seeds for September, compared with September, 1924, and for 9 months ending with September, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS

	September 1925	1924	9 mos. ending Sept. 1925	1924
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Alfalfa, lbs... 32,791 157,468 1,125,514 7,508,141

Beans, lbs... 5,454,986 8,330,269 67,550,118 52,108,731

Peas, lbs... 1,164,938 2,006,861 15,931,231 12,845,487

Clover, lbs... 2,836,914 1,502,310 23,661,602 34,808,634

Gr. seeds, lbs. 405,490 337,762 2,272,438 1,720,843

EXPORTS

Alfalfa, lbs... 141,241 56,417 477,062 146,495

Beans, bus... 23,840 29,489 300,206 420,664

Peas, bus... 3,497 2,916 35,087 50,961

Clover, lbs... 51,418 98,978 748,332 561,456

Timothy, lbs... 496,274 589,666 9,909,656 9,881,392

Other gr. seeds, lbs. 728,413 424,400 3,754,169 1,765,581

Fredonia, N. Y.—H. J. Tschetter of the Fredonia Seed Co., was recently killed at Michigan Center, Mich., a short distance from Jackson, when the automobile he was driving was struck by a westbound Michigan Central train.

Vernal, Utah.—Arrangements for the purchase of seed cleaning machinery from the Vernal Mill and the building and ground of the Uintah Canning Co., have been made by officials of the J. G. Peppard Seed Co., of Kansas City, Mo.

Rocky Ford, Colo.—Additional cleaning machinery, new elevators, fans and polishing machines and other equipment is being installed in the plant of the J. C. Robinson Seed Co., which will greatly increase its capacity. Another story is expected to be added to the building next spring.

New Orleans, La.—A hand-to-hand gun duel with a burglar resulted in Joseph Steckler, pres. of the J. Steckler Seed Co., being shot thru the temple, the bullet coming out of his left eye. At the hospital, to which he was rushed it is said Mr. Steckler has an even chance for recovery, tho he will likely lose sight in his eye.

Clarinda, Ia.—We have completed installation of our broadcasting station and now have it in operation under the call letters KSO. This 500-watt set was formerly operated by the Bankers' Life Co., of Des Moines, under the call letters WHO from whom it was taken over by the A. A. Berry Seed Co., and installed in the general office building of the seed company at Clarinda.—A. A. Berry Seed Co.

Springfield, Ill., Nov. 7.—Seed inspectors covering Northern, Central and Southern Counties of the State find scant stocks on hand and trade light. The following report in the Seed Laboratory for the past month is herewith given in detail. Number of counties sending in samples of seed, 54; total salable samples, 229; total unsalable samples, 23; total samples analyzed, 252.—Illinois Dept. of Agriculture.

Kansas City, Mo.—The Official Seed Analysts Ass'n will hold its annual convention here on Dec. 29, 30 and 31. Sec'y A. L. Stone, of the Ass'n, extends a cordial invitation to all seedsmen to attend the opening sessions of the meeting. Headquarters and the meeting places are being arranged by the local com'ite. The Ass'n of Commercial Seed Analysis of North America will meet here at the same time.

Minneapolis, Minn.—Estimating todays receipts of flaxseed in the three markets as 260 cars, we have the first six days of November 1,100 cars as compared with 2,551 cars same time 1924. After the second week of November 1924 receipts dropped off rapidly, about one-fourth as many cars received in December in Minneapolis and Duluth as in November. Argentina shipments of linseed the past week were 540,000 bushels; only 68,000 bushels of this to America. We estimate the Eastern mills depending on Argentina for their seed supplies, running moderately would consume over 300,000 bushels weekly; that they have very high stocks of seed and oil, and if present oil demand continues, shipments to America must increase as practically no domestic seed is going east of Buffalo, and with no margin in crushing, Central territory can be supplied with oil from New York Harbor mills cheaper than from Lake Erie mills.—Archer-Daniels-Midland Co.

Freezing Injurious to Seed Corn with Much Moisture.

Freezing injury to seed corn depends upon the length of time it is exposed to cold and to its moisture content as well as to low temperature.

In tests at the Ohio Experiment Station it

was found that seed corn containing 30 per cent moisture will not stand a temperature as low as 16 degrees for more than 10 hours without injury, while corn containing only 20 per cent water will stand this temperature a whole day.

As the corn becomes drier than 20 per cent moisture, it was found that the effect of both cold and long exposure diminishes rapidly.

At the Ohio Station, well-adapted field corn contains as a yearly average about 28 per cent moisture on the first of November. Late corn averages about 6 per cent more moisture at that time and its germination would be endangered by the severe freezing such as occurred in October this year.

Tentative Program Colorado Seed Ass'n

A tentative program has been arranged by officials of the Colorado Seedsman's Ass'n for their 4th annual convention, which will be held at Fort Collins, Colo., Nov. 13 and 14.

Among the talks to be given are "The Seed Dealer and His Importance in Seed Distribution," by R. E. Patterson; "Seed Growing in the Arkansas Valley," by G. A. Blotz, Rocky Ford; "Cost Accounting and Seedsmen's Overhead Expense," by Frank Burton, Denver.

Discussions of wheat seed diseases and Colorado Pure Seed Laws are scheduled on Saturday morning. Delegates will inspect the seed laboratory of the state college and be shown how the seed is tested by Miss Anna Lute of the testing laboratory.

Sessions will commence at 1:30 p. m., Friday, Nov. 13. In the evening delegates will dine at the Armstrong Hotel at 6:15 p. m. The dinner party will be addressed by Dr. Chas. A. Lory, pres. of the Colorado Agricultural College.

Imports of Forage Plant Seeds.

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds (in lbs.) during October:

	1925	1924
Alfalfa	175,900	38,800
Canada bluegrass	6,500	41,300
Alsike clover	1,922,900	1,256,500
Crimson clover	93,200	139,600
Red clover	74,100	
White clover	146,200	104,900
Clover mixtures	43,400	7,100
Meadow fescue	500	
Grass mixtures	100	
Broom-corn millet	18,500	11,000
Foxtail millet	31,300	
Orchard grass	55,000	218,400
Rape	1,230,100	692,000
English ryegrass	183,300	59,000
Italian ryegrass	353,600	226,600
Hairy vetch	159,200	134,100
Spring vetch	21,600	309,000
Bentgrass	4,900	28,700
Biennial white-flowered sweet clover	23,400	
Biennial yellow-flowered sweet clover	8,500	
Crested dog's tail	11,100	
Chewings fescue	43,700	46,300
Other fescues	128,600	94,400
Rough-stalked meadow grass	34,100	
Sweet vernal grass	100	
Scradella	200	
Wood meadow grass	1,100	
Molasses grass	2,100	

Seed Movement in October.

Receipts and shipments of seeds at the various markets during October, as compared with October, 1924, were as follows:

	FLAXSEED	Receipts	Shipments	
	1925	1924	1925	1924
Chicago, bus...	195,000	458,000	7,000	4,000
Duluth, bus...	2,713,013	6,177,901	1,994,052	4,553,917
Ft. Wm., bus.	504,968	.....	460,437	.....
Milwaukee, bus.	67,210	105,775	.....	4,500
Minneapolis, bus...	2,744,780	3,474,790	621,090	1,455,170
Superior, bus.	911,485	3,259,390	491,643	2,747,404
Montreal, bus.	95,592	44,159	.....	.....
	KAFIR AND MILO	Receipts	Shipments	
Ft. Worth, cars	66	62	20	6
Kans. City, bus.	24,200	103,400	87,000	76,000
St. Louis, bus.	34,800	27,600	37,200	32,250
Wichita, bus.	.....	2,400	1,200	.....
	CLOVER	Receipts	Shipments	
Chicago, lbs...	946,000	888,000	116,000	339,000
Milwaukee, lbs.	316,762	747,195	129,446	266,040
New York, bags	.....	7,490	.....	.....
Toledo, bags...	181	378	.....	20
	TIMOTHY	Receipts	Shipments	
Chicago, lbs...	5,009,000	4,845,000	3,011,000	4,924,000
Milwaukee, lbs.	636,700	1,383,300	10,200	204,670
Toledo, bags...	9	1,214	.....	612
	ALSIKE	Receipts	Shipments	
Toledo, bags...	40	410	6	.....

Supply Trade

Clifton, N. J.—The address of the Richardson Scale Co. has been changed to this city from Passaic, N. J., through postal regulation.

Chicago, Ill.—Charles Piez, chairman of the board, Link-Belt Co. has been renominated for the presidency of the Illinois Manufacturers Ass'n.

Canavan Explosion Venting Systems will be installed in the Washburn-Crosby Frontier Elevator No. 3, and in its Pioneer Elevator No. 3 Buffalo. They will also be installed in one of the Reading Co. elvtrs. at Philadelphia.

The money spent for advertising is really spent for new business, and at the same time is invested in a security that is both fire—and flood-proof. The plant may be wiped out overnight, but good-will remains. Brick and mortar can be destroyed, yet good-will endures.—Bennett Chapple.

Washington.—A bulletin just issued by the Chamber of Commerce of the United States estimates that 80 national trade ass'ns are expending about \$3,500,000 annually in carrying on research work. The National Canners Ass'n, for example spends well over \$120,000 a year for research. The National Lime Ass'n appropriates \$100,000, the Portland Cement Ass'n, \$100,000, the National Wood Chemical Ass'n, \$50,000, and so on down the line.

Newark, N. J.—Engineers will find the new Bulletin No. 1559 of the Hyatt Roller Bearing Co. most valuable in selecting the correct Hyatt bearing for any given installation in industrial equipment. With the aid of this Bulletin the mechanical engineer can readily choose from the wide range of bearings listed, the ones best meeting his needs. A valuable and time saving help is thus offered to both present and prospective users of Hyatt Bearings.

Indianapolis, Ind.—Employers who are members of an ass'n having agreed not to pay above a certain scale of wages are liable to the ass'n on a bond given to observe its rules. A number of the Employers Ass'n named Androff paid \$1.25 on hour to plumbers when the ass'n rule limited the payment to \$1. The appellate court of Indiana recently held him liable, stating that "If men may lawfully combine to accept a minimum wage which they fix, and may enforce that combination among themselves by fine, suspension or other form of discipline, employers may likewise form a combination for any lawful purpose, including the fixing of a maximum wage, and enforce it by the same means available to the employees."

Huntley's New Home at Brocton, N. Y.

Businesses, as well as persons, grow. The business of the Huntley Mfg. Co., builders of the well-known lines of "Monitor" machines, illustrates this thoroughly.

Located for many years at Silver Creek, N. Y., from the very small building needed at the start, the business has grown through the gradual development of the Silver Creek plant to its limits, then reinforced by the purchase of the adjoining factory occupied and used for many years by August Heine, until it has now reached a growth that could not be taken care of at the Silver Creek plants as no further enlargement of these plants was possible. Both sides of Mechanic St., in Silver Creek, for a distance of more than 500 ft. are occupied by the Huntley buildings and further expansion was not possible.

A condition was created that had to be met. It could not be side-stepped or avoided. Therefore, a long searching investigation was made in all sections of the country for a plant, ready to occupy, that would not only easily take care of the present demand for the "Monitor" machines but also provide for future development. Such a plant was found at Brocton, N. Y., in Chautauqua county, twenty miles west of Silver Creek.

The view shown herewith is accurate and a true representation of the new plant. There is available more than seventy thousand more square feet of floor surface than in the entire plant at Silver Creek, so arranged as to permit manufacturing under modern conditions. The buildings are of modern concrete and brick construction. The main building, each with its glass sides giving perfect natural light, has three magnificent floors. A modern and well-planned office building is separated from the factory buildings. Remodeling of one of the separate buildings into a modern factory is now being done, giving foundry capacity far beyond the company's present needs. This building was perfectly adapted to foundry work, requiring only the placing of the cupolas and the proper ventilators to provide for the comfort of the employees.

All machinery equipment is to be motor driven, each small block with its own motor. Electric power will be generated on the premises, with connections for Niagara Falls power in case of need. Much new equipment, both in iron working and wood working machines, has been purchased and will be located in the building on a well developed plan for quick and economical manufacture. Many of the special machines and tools now in use at Silver Creek and built particularly for producing the many parts required for the "Monitor" machines will eventually be transferred to Brocton, but in such a way as not to break production.

Shipping facilities at Brocton are perfect. The plant is located on the New York Central Ry. and switches give access to both the Penna. Ry. and the Nickle Plate Ry. Ample switching trackage is provided to serve the plant so that all materials coming in and all finished products going out will be handled directly from and to the cars.

It is now expected that the new plant will

be in full service about July 1, 1926. Sufficient time will be taken so that it will be complete and in perfect condition to operate when production is stopped at Silver Creek and the transfer made.

Needless to say, this promises well to buyers and users of the "Monitor" machines. Delivery of "Monitor" machines has been very unsatisfactory to the officials of the Huntley Company for some time but when located at the new plant it is planned to be in position to deliver on cars any machine for which an order has been placed in an extraordinarily short time, making it possible for all those who wish "Monitor" machines to get them when they need them.

Oswego, N. Y.—On Oct. 19 a fleet of barges loaded with wheat arrived here via the Iroquois Transit Corp., celebrating the opening of the \$1,500,000 state grain elevator at this point.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**HESS WARMING &
VENTILATING CO.
1207 So. Western Ave.
CHICAGO**



New Home of Huntley Mfg. Co., at Brocton, N. Y.

Grain Carriers

The grain steamer Ignazio Florio, bound from Montreal to Avonmouth, carrying a cargo of wheat, is reported abandoned and sinking in the Atlantic.

Washington.—The National Merchant Marine Conference will be held here Nov. 16 and 17 under the auspices of the Chamber of Commerce of the United States.

Carriers surplus of serviceable equipment for the period ending Oct. 15 was 59,940 box cars, 52,942 coal cars, and 130,797 all freight cars. Practically no shortage occurred during the same period, reports the American Railway Ass'n.

Omaha, Neb.—A reduction in the grain rates from points on the Atlantic Northern Ry. to Omaha has been ordered by the Interstate Commerce Commission as a result of formal complaint presented by the Omaha Grain Exchange.

Cincinnati, O.—The second annual meeting of the Ohio Valley Shippers Advisory Board, covering Indiana, Kentucky, Ohio and West Virginia, will be held in the Hotel Gibson here at 9:30 a. m. on Tuesday, Nov. 10.—Theo. Davis, gen'l chairman.

Grain and grain products were loaded into 45,300 cars during the week ending Oct. 17, an increase of 2,086 cars over the previous week, but a decrease of 24,623 cars below the corresponding week last year, according to the American Railway Ass'n.

Greeley, Colo.—Complaint has been filed against the Oregon Short Line railroad et al., alleging rates in violations of sections 1 and 3 of the act on alfalfa meal and from points in Idaho to Memphis, Tenn., by C. A. Bailey, as trustee in bankruptcy for the Superior Milling Co., here.

A ruling of the Interstate Commerce Commission makes the Rock Island railroad schedules fixing charges for milling grain in transit at Missouri river points, remain unchanged until Feb. 26 at least, tho the Rock Island had planned to make alterations effective Oct. 30.

Buffalo, N. Y.—The Buffalo Freight Terminal & Warehouse Co. plans the erection of a new lake and rail freight terminal and warehouse at a cost of \$1,000,000, primarily designed to handle flour and feed. It will have a lake dock frontage of over 1,900 feet and will be 25x1,000 feet. Three railroad tracks will pass thru the center.

Omaha, Neb.—A recent rule proposed by the railroads stating: "The minimum weight applicable to the car ordered by the shipper shall not be protected when the shipment tendered could not have been loaded in car of size of weight carrying capacity ordered by the shipper," was protested by the Omaha Grain Exchange and western shippers. The proposed rule has been dropped.

Grain dealers generally will resent any increase in the wages paid railway employees which will necessitate higher freight rates on grain shipped out and higher freight rates on goods shipped in for the grain growers. The average yearly pay for all classes of railway employees in 1923 was \$1,617, while the average for Canada was \$1,395; Great Britain, \$758; France, \$441; Japan, \$313; India, \$121; Italy, \$456; Netherlands, \$836.

Oklahoma City, Okla.—Sec'y C. F. Prouty of the Oklahoma Grain Dealers Ass'n is asking his membership to write personal letters to the Interstate Commerce Commission at Washington, D. C., protesting against the higher rate to New Orleans for export than to Galveston, (which is now in effect) and explain how such discrimination

is a serious handicap to the grain and agricultural interests of the southwest."

Amarillo, Tex.—Development of the milling and grain industry of the Panhandle depends very largely on increased transportation facilities, said Frank Kell, of Wichita Falls, Tex., recently testifying before an examiner of the Interstate Commerce Commission here in behalf of construction of a railroad from Liberal, Kan., to Amarillo. He stated that if the line is constructed the Great West Mill & Elevator Co., here, of which he is pres., will double its capacity, and that new markets in the southwest will automatically open with it.

Program Industrial Traffic League.

The annual meeting of the National Industrial Traffic League will be held at the Hotel Sherman, Chicago, Nov. 18 and 19. A reduced rate of fare will be available on the certificate plan to those who ask for a certificate when purchasing their tickets to Chicago.

W. R. Scott, sec'y of the Kansas City Board of Trade, will make a report for the B/L committee.

H. L. Goemann, chairman of the transportation committee of the Grain Dealers' National Ass'n, will make a report for the special committee on telegraph liability covering code messages, filing time on telegrams sent by the Postal Telegraph Co., and responsibility of telegraph companies for messages called for at sender's office.

Grain claim rules will be one of the four subjects reported upon by the freight claims committee, C. B. Baldwin, chairman.

The billing of order notify shipments "Allow Inspection" is a topic allotted to the diversion and reconsignment committee, H. D. Rhodehouse, chairman.

Notifying consignees at points other than billed destinations will be covered by the classification committee, A. H. Ferguson, chairman.

The annual dinner will be given Wednesday evening, Nov. 18.

Large Cars a Factor in Railroad Efficiency.

Five carloads of wheat that recently were handled on the Great Northern afford a good illustration of the way in which the efficiency and economy of railway operation have steadily increased.

"The Great Northern recently has acquired and placed in service some box cars," says the *Railway Age*, "which have a marked capacity of 140,000 lbs. or almost twice the average capacity of all the box cars in the country, which is about 77,000 lbs. Five of these cars were photographed together when loaded with 753,900 lbs. of grain, an average of 150,780 lbs., or more than 70 tons per car. The average loading of wheat in the United States in 1924 was less than 41 tons per car. Therefore, the average load of these five cars was about 75 per cent greater than the average load of all wheat."

The total number of bushels of wheat in the five cars was 12,565, or equivalent at 15 bushels to the acre to the yield of 837 acres; and each car contained the equivalent of the entire crop of more than 167 acres of land.

"It has been by similar, although seldom such extraordinary, increases in the capacity of equipment, and by all the improvements in physical facilities and operating methods required to handle freight in big carloads and trainloads, that the economy of transportation has been continually increased on the railroads of the United States with the result that, in proportion to wages and prices, they handle freight much cheaper than railways anywhere outside of North America.

"The increases in efficiency secured month by month may sometimes seem small, but when they are kept up month by month and year by year their cumulative effect becomes remarkable. The gross tonnage moved one mile per

hour per average freight train in August, 1925, was 33 per cent greater than in August, 1920; and this great increase in efficiency mainly accounts for the huge economies in operation that have been effected since 1920."

Yakima, Wash.—The Northwest Hay Ass'n, with headquarters here, has suspended operation because of a decision of the State Supreme Court regarding its contract with the growers. All pools seem to be disintegrating and none have made good the wonderful results promised by the profiting promoters.

I. C. C. Activities.

Application of tariffs by which the Rock Island railroad extended the territory from which Kansas City could draw grain for transit to Pacific Coast destinations, has been suspended by the Interstate Commerce Commission, effective Oct. 29.

Reparation was awarded by the Commission in H. C. Farrell v. C. M. & St. P. R. for unreasonable rates on corn and oats in 1918 and 1919 from Iowa and Nebraska to Utah. The rates of 56 and 64 cents exceeded the rate of 51 cents to more distant points.

The rate charged on carloads of cowpeas moving from Navojoa, Sonora, Mexico, to San Francisco, Cal., in 1923, was found unreasonable and reparation awarded by the Interstate Commerce Commission in docket No. 16183, Lewis-Samas-Jones Co. vs. S. P. R. R. Co.

The applicable rate on a carload shipment of dried beans from Mills, N. Mex., to Rockdale, Tex., was found to be unreasonable by the Interstate Commerce Commission in docket No. 16173, Waco Chamber of Commerce et al. vs. El Paso & Southwestern R. R. et al. A waiver of the outstanding undercharges was authorized and reparation awarded.

Further hearing of the Memphis-Southwestern investigation of commodity rates by the Interstate Commerce Commission in docket No. 9702 resulted in modification of the carload minimum weights on mixed shipments of cottonseed meal and cottonseed hulls, set in the findings in the original report 77 I. C. C. 473, and in Oklahoma Corporation Commission vs. A. & S. Ry., 98 I. C. C. 183.

Rates on cereals and cereal products from Phoenix, Solomon, Safford and other points in Arizona and on hay from Wilcox, Ariz., to Douglas, Lowell and Bisbee, Ariz., during the period of federal control were too high and reparation should be awarded according to the hearing before Examiner Weaver in No. 12365, Southern Traffic Ass'n et al. vs. Director-General, Arizona Eastern R. R. et al. and No. 12391, Same vs. Same.

Examiner Fuller has recommended dismissal of the complaint by the Lexington Elevator & Mill Co., Lexington, O., v. B. & O. for reparation of demurrage on 10 cars of grain. If the carrier had permitted reconsignment the demurrage would not have accrued. The Examiner found that complainant did not tender the shipments for reconsignment in accordance with the governing tariffs. The inward movement is a separate transaction from the outward movement.

Proposed restriction of proportional rates on cottonseed cake, meal and other cottonseed products from various groups of origin in Arkansas, Missouri and Oklahoma to Memphis, Tenn., and Cairo, Thebes and East St. Louis, Ill., and of proportional rates on cottonseed meal, hulls and cake from Blytheville, Jonesboro, Osceola and intermediate Arkansas points to Memphis, Tenn., were found not justified by the Interstate Commerce Commission in I. & S. docket No. 2436. The suspended schedules were ordered canceled and the proceedings discontinued.

Examiner Howell has recommended that the Commission dismiss No. 16271 and No. 15919, complaints by the Bushton Mill & Elevator Co. v. Missouri Pac. and Farmers Union Co-op. Ass'n v. Missouri Pacific for refusal to furnish proportionate supply of cars at Hargrave and McCracken, Kan. The complainants lost their claim for 10c per bushel they might have loaded because the Examiner found they furnished no evidence when cars were ordered or what amount of grain they had on hand. No showing was made of the number of cars allotted to competing grain dealers.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com's'n the carriers have made the following changes in rates:

I. C. supplement No. 24 to tariff No. 601-J, I. C. C. No. A-10025, effective Dec. 1, advances certain wheat and corn rates in South Dakota territory.

E. B. Boyd supplement No. 50 to Circular No. 1-R, I. C. C. No. A-1444, effective Dec. 1, gives instructions on minimum weights of grain and grain products and manners of loading.

C. W. Galligan supplement No. 6 to Chicago Switching Com'ite tariff No. 20-0, I. C. C. No. 56, effective Dec. 5, reduces the rate basis on traffic to industries on the N. Y. C. & St. L.

I. C. supplement No. 23 to tariff 601-J, I. C. C. No. A-10025, effective Nov. 25, shows several reductions on wheat and corn rates from certain South Dakota and Minnesota points to points in Illinois.

A. T. & S. F. supplement No. 10 to tariff No. 7481-J, I. C. C. No. 9952, effective Dec. 15, makes a number of reductions in the flour and corn meal rates in Tennessee, Arkansas, Kansas and Missouri territory.

C. R. I. & P. supplement No. 6 to tariff No. 31408-E, I. C. C. No. C-11394, effective Oct. 30, withdraws and cancels C. R. I. & P. tariff No. 31408-E, I. C. C. No. C-11394, which had been scheduled to be effective Oct. 31.

C. R. I. & P. supplement No. 5 to tariff No. 28105-F, I. C. C. No. C-11358, effective Nov. 28, adds the O. N. M. & P. to the list of participating carriers and reduces certain Oklahoma rates on hay, straw and corn husks.

C. W. Galligan supplement No. 5 to Chicago Switching Com'ite tariff No. 20-0, effective Nov. 16, makes team tracks on certain roads available to connecting lines on shipments of hay, grain or straw only, whereas a combination of rates must apply on other traffic.

C. I. & L. tariff 520-C, I. C. C. No. 4299, effective Nov. 28, names local, joint and proportional rates on grain, grain products, grain by-products and seeds in carloads from stations on the C. I. & L. to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Missouri, New York, Ohio, Pennsylvania, West Virginia, and Wisconsin, also local distance rates on grain.

C. & E. I. supplement No. 14 to tariff No. 600-A, I. C. C. No. 165, effective Nov. 25, advances the rates on grain and grain products from Mitchell and Nameoki, Ill., to and from East St. Louis, Ill., and St. Louis, Mo., and reduces the rate from the latter two points to Laona, Wis., with the L. & N. as the delivering carrier. Certain reductions are made on grain products rates to Braceville and Phalanx, O., from Vincennes, Ind.

Regina, Sask.—A vigorous campaign has been conducted by directors of the Saskatchewan Wheat Pool during the past few months with the result that 31,546 contracts representing 1,512,606 acres of oats, 295,226 acres of barley, 289,578 acres of flax and 64,411 acres of rye have been obtained. Pooling operations were to commence Sept. 21. The directors decided the initial payments on first grade grains would be oats, 34 cents per bu.; barley, 50 cents; rye, 70 cents; flax, \$1.50.—American Consul Paul H. Cram.

Charges against the Chicago Retail Lumber Dealers Ass'n were dismissed Oct. 29 by the Federal Trade Commission for lack of jurisdiction. A minority of two commissioners objected to the dismissal, alleging that the officials of the Ass'n were allowed to make statements without being sworn. How unwilling are the radicals to bow to the vote of the people at the last November presidential election, where the verdict was for less government interference with business. Heretofore the Commission has insisted upon running every business and regulating everyone.

No Shortage of Cars at Peak.

The 1925 grain movement passed the peak without a single major complaint on car supply or distribution being received by any railroad or by the Car Service Division of the American Railway Ass'n, according to the report of the Northwest Regional Advisory Board in its meeting at Grand Forks, N. D., Oct. 27. The Board stated:

The movement to terminals—which is expected to be as large as 1924—has been far more successful than a year ago, since it was adjusted and balanced so effectively as to avoid any sort of serious congestion and, in turn, the necessity of embargoes or restrictions in any form.

The least that can be said in justice, regarding the entire crop movement of 1925, is that it again has demonstrated one of the most remarkable examples of the practical value, in hard cash, of real cooperation, based on 100% service to every business interest and to every community in the Northwest.

Official figures on the flow of northwest grain to the Twin Cities and the Head of the Lakes during August and September, both in preliminary stages and when approaching the peak, show better than anything else the magnitude of the job handled this year by the railroads and afford striking evidence of the Northwest Board's success in building up the cooperation of shippers, without which the task could not have been executed.

Records show that a total of 124,619,661 bus. of grain were received at Twin Cities and the Head of the Lakes during August and September, 1925, compared with 110,593,426 bus. received during the same period of 1924.

Corn needs some dry cold weather to put the new crop in shape to move. Lots and lots of corn has been sold for certain shipment, and the parties having the sales are getting a little nervous as the farmer is waiting for his corn to get in better shape before bringing it to market. Chicago's stock is small enough to suggest a little trouble for December shorts if there is much of a short interest, and as long as that future is at a good discount under May, it would seem advisable for those short the December and still bearish, to switch over.—J. F. Zahm & Co.

Western Rate Hearing.

R. H. Aishton, president, American Railway Ass'n, testified before the Interstate Commerce Commission in Chicago on Oct. 27 at the resumption of the special inquiry which the commission is making into the agricultural and transportation situation of the West. This inquiry, held under the Hoch-Smith Resolution, opened on Sept. 8 and adjourned on Sept. 16. It was reopened Oct. 26. Mr. Aishton said, in part:

The country would not for a minute consent to return to the pre-war and war-time transportation conditions.

The United States is now enjoying the best transportation service it has ever had. The present peak of efficient and economical railway operation is due in considerable part to the vast capital expenditures the railways have made to produce this result.

Through capital expenditures the roads have put in service 8,728 new locomotives and 534,503 new freight cars between Jan. 1, 1922, and Aug. 1, 1925. Further, 2,760 miles of new track have been constructed in the last three years. The average tractive power per locomotive in service has been raised 9 per cent from Jan. 1, 1922, to Aug. 1, 1925, while in the same time the average capacity per freight car in service has been increased almost 5 per cent.

L. W. Baldwin, president, Missouri Pacific Railroad:

Since 1920 the carriers operating in the Western District have sustained losses in revenue which I regard as more or less permanent in their nature. I refer to competition by bus and automobile and by trucks transporting short-haul merchandise traffic, this situation growing out of a continued building of hard surfaced roads, in most instances paralleling the lines of the carriers from and to points between which there had been some considerable movement of merchandise freight traffic.

Doctor David Friday, former president Michigan Agricultural College, said:

You cannot legislate a fact. The agricultural depression mentioned in the Hoch-Smith Resolution does not now exist.

YOU can get CARS

if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks.

These formal orders give the station agent a feeling of responsibility, and often bring cars when verbal orders fail. By keeping a carbon copy of each order for cars would-be shipper has a complete record of all efforts to obtain cars—a certain proof in case of unreasonable delay by the railroad company.

CAR ORDER BLANKS are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

If you wish station agent to heed promptly your orders for cars use **Form 222 C. O. Price 75 cts.**

Grain Dealers Journal
309 South La Salle St. Chicago, Ill.

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit

Claims.

- " B—Loss in Market Value Due to Delay in Transit.
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

- 411-A contains 100 sets all Form A.
Price, \$2.00.
- 411-E contains 100 sets all Form E.
Price, \$2.00.
- 411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E.
Price, \$2.00.

Grain Dealers Journal
309 South La Salle St. Chicago, Ill.

The GRAIN DEALERS JOURNAL.

Feedstuffs

San Gabriel, Cal.—Fire recently destroyed a warehouse of the Valley Feed & Supply Co.

Kansas City, Mo.—Hogan Mill Feed Co. has been incorporated for \$20,000, by F. E. Hogan.—P.J.P.

Union City, Tenn.—Nailling Mill & Feed Co., has been incorporated for \$25,000 by W. A. Nailling and H. P. Taylor.—P.J.P.

Cannon Falls, Minn.—The Cannon Falls Milling Co. plant has been purchased by the Erickson Cereal Products Co. of Minneapolis.

Snohomish, Wash.—The Snohomish Feed Mills, Inc., have been incorporated for \$14,000 by Herman Freiss, R. M. Claggett and Ada Y. Claggett.

Amarillo, Tex.—A. M. McHenry formerly with Hales & Edwards of Chicago, as superintendent of the Riverdale plant, is now superintendent of the Amarillo Feed & Seed Co. plant here.

St. Louis, Mo.—A 4-day sales conference was recently held by the entire sales force of the Ralston Purina Co., numbering approximately 600, at the headquarters here of the company.

Memphis, Tenn.—Gillespie-Clarke Hay & Feed Co. is building a concrete and ironclad warehouse on the N. P. R. R. The house will be bonded and have capacity for 100 cars of hay and ear corn.

Topeka, Kan.—A feed mill is being built for C. B. Hill. It will be two-story, 150x50 ft., and have in connection storage bins of 20,000 bus. capacity. Mr. Hill will deal in carlots of dairy, poultry, and horse feed.

Lawrenceburg, Ind.—Foundation work for a new stock feed manufacturing plant has started for the Transit Milling Co. The new structure will be considerably larger than the old and fully equipped with modern facilities.

East Davenport, Ia.—Karl P. Teske has made arrangements to manufacture commercial feedstuffs here. Special cleaning, grinding and mixing machinery will be installed on the properties of the Teske Flour & Feed Co.

East St. Louis, Ill.—Frank Farnsworth, formerly with the Golden Grain Co. of East St. Louis, and more recently with J. S. Ashbrook, Mattoon, Ill., is now representing the Black & White Mfg. Co., East St. Louis, in southern Illinois.

Columbus, O.—This office is opposed to establishing minimum standards for mixed feeds, and we feel that the Feed Control Officials should not attempt to fix such standards. Manufacturers of feeds and feed products are regulated in the larger portion of the States of the Union. We feel that the Feed Control Officials have plenty of responsibility without furthering the cause for more.—Chief of Division of Feedingstuffs of Ohio Dept. of Agriculture.

Feed Movement in October.

Receipts and shipments of feedstuffs at the various markets during October, as compared with October, 1924, were as follows:

	Receipts 1925	1924	Shipments 1925	1924
Baltimore, tons	1,996	1,462	.....	.....
Chicago, lbs...32,208,000	28,442,000	86,824,000	87,249,000	.....
Kans. City, tons	2,660	9,080	30,740	23,800
Milwaukee, lbs.	4,702	2,613	11,044	6,271
New York, tons	180	.....	337	.....
Peoria, tons...36,120	39,940	38,742	39,290	.....
San Francisco, tons	345	513	.....	.....

The members of the Chicago Board of Trade are the largest producers of pigeon feed in the country. Doubters can obtain convincing evidence by standing close to the wall of the Board of Trade building on the LaSalle st. side.

Springfield, Mo.—Springfield Flour & Feed Co. expects to erect a plant with capacity for manufacturing 10 cars of chop, meal and poultry feeds daily. Construction will be of brick and wood, the mill building 3-stories high and 40x64 ft. Cost will approximate \$15,000.—P.J.P.

Pine Bluff, Ark.—Judgment for \$2,000 has been awarded the Miller-McConnel Grain Co. of Kansas City, against Dan and F. Silberagle, feed dealers here, by the U. S. District Court in Little Rock, Ark. Suit has been brought for \$12,000 for delivery of 25,000 sacks of horse feed to the Pine Bluff concern.—P.J.P.

New Mexico, Colorado, Kansas, Oklahoma, Arkansas, and Louisiana are now permitted to ship in transit all classes of animal products (except manures), and all fodders, mill feeds, or merchandise packed in fodders, thru Canada in bonded sealed cars, under a ministerial order dated Oct. 23. Restrictions on Texas are still effective.

Milwaukee, Wis.—Charles Krause Milling Co. is entering a building program involving the expenditure of from \$550,000 to \$650,000. Buildings now under construction will put the company back on a pre-fire basis. One unit to cost about \$150,000 is expected to be finished within a month and will have warehouse rooms and bins and have space for installation of considerable new machinery.

Minneapolis, Minn.—The North Star Feed & Cereal Co. was recently incorporated here to do a general jobbing business by L. Brown, I. C. Klepper and W. E. Foster. These men were formerly connected with the Washburn-Crosby Co., from which they secured the brands and trademarks of the old North Star Feed & Cereal Co., the plant of which the Washburn-Crosby Co. purchased some years ago.

No Mill Oats for Alabama.

Shipments of mill oats into the state of Alabama are taboo according to information given by H. M. Robertson, superintendent, Division of Agricultural Chemistry, Agricultural & Industries Dept., State of Alabama, at Montgomery. He states:

On Oct. 15 the Alabama Supreme Court affirmed the decision of the chancery court of Birmingham that the State Department of Agriculture had authority to seize and confiscate mill oats, wild oats, and like products, as provided in Article 20. The court also affirmed the decision of the chancery court that caption of the Agricultural code was constitutional, as was Article 20, which governs the sale of corn, oats, rye and barley. A car load of mill oats which had been seized in Birmingham by officials of the State Department of Agriculture was turned over to the department to dispose of in a manner prescribed by the chancery judge.

This removes all doubt as to the constitutionality of the law governing the sale of mill oats, wild oats, and like products in this state. These products cannot be shipped into Alabama in any manner, regardless of the recent federal grades established by the United States Secretary of Agriculture.

Washington, D. C.—Repeal of the broker's tax and stamp levies on exchange transactions was asked by L. F. Gates of Chicago representing the Chicago Board of Trade and several other grain exchanges, before the Senate Ways and Means Com'ite. He declared grain exchange members are not wealthy men. The complicated system of exchange transactions forces the payment of several stamp taxes on each allotment of grain and their removal would reduce the price difference between producer and consumer.

Adulteration and Misbranding.

Quanah Cotton Oil Co., Quanah, Tex., was ordered to relabel the contents of 125 sacks of cottonseed meal shipped into Colorado and adjudged misbranded by the federal authorities on June 3 in imposing a \$472.60 fine.

Riverdale Products Co., Chicago, Ill., shipped a quantity of tankage into the state of Indiana which was alleged to be misbranded according to an information filed by the U. S. attorney for the Northern District of Illinois. The tankage was labeled to contain not less than 60% crude protein, whereas analysis of a sample showed it to contain only 56.22%. A plea of guilty was entered and a fine of \$50 imposed.

Wilmington Oil & Fertilizer Co., Wilmington, N. C., shipped 1,490 sacks of cottonseed meal into the state of Virginia, according to libels filed by the U. S. attorney for the Western District of Virginia, which were misbranded. The labels called for 41% protein, whereas in fact the product contained a smaller amount. Judgment of condemnation and forfeiture was entered in the absence of the claimant, and the product was ordered sold.

Planters Oil Co., Albany, Ga., shipped 2 consignments of cottonseed meal into the state of Alabama from Georgia, a portion of which was adulterated and misbranded and the remainder misbranded, according to an information filed by the U. S. attorney for the Southern District of Georgia. Examination showed one shipment to contain an appreciable amount of peanut hulls. Analysis showed both shipments contained less than the guaranteed analysis of 7% ammonia and 36% protein. A plea of nolo contendere was entered on behalf of the defendant and a fine of \$100 imposed.

Norfolk Feed Milling Co., Norfolk, Va., shipped various consignments of horse and mule feed into the state of North Carolina that were adulterated and misbranded, according to the information filed against the company by the U. S. attorney for the Eastern District of Virginia. Two of the shipments were labeled to contain 9% protein, 2% fat and 12% fiber, made from corn, oats, alfalfa, molasses and ground grain screenings. The 3rd shipment was labeled to be 90% grain and was guaranteed to contain 10% protein. In each case less than the labeled amount of protein and fat was contained. A plea of guilty was entered and a fine of \$50 imposed.

Chas. A. Krause Milling Co., Milwaukee, Wis., shipped various consignments of fancy middlings into the state of Ohio, which were alleged to be adulterated and misbranded, according to an information filed by the U. S. attorney for the Eastern District of Wisconsin. The article was labeled in part: (sack) "Gain-Mor Fancy Middlings Made From Red Dog Corn Flour Wheat Middlings With Mill Run Screenings & Salt." Examination of samples showed that it contained corn flour, a wheat product, some screenings and an appreciable amount of a rye product, and little, if any, wheat middlings. A plea of guilty was entered and a fine of \$50 imposed.

Roller Bearings Used in Rock Island Elevator at Council Bluffs

In the Journal for Oct. 10th, 1925, page 447, we described the new reinforced concrete annex to the Rock Island elevator at Council Bluffs, Ia. The Stinson trippers in this fine new plant are equipped with Hyatt Roller Bearings just as this type of trippers always have been equipped.

Exports of Feedstuffs.

Exports of feedstuffs during September, compared with September, 1924, and for 9 months ending September, are reported in long tons by the Bureau of Foreign and Domestic Commerce as follows:

	September 1924	1925	1924	1925
Hay, long tons.....	1,349	1,067	12,907	15,491
Cottonseed cake.....	8,760	8,240	52,220	149,200
Cottonseed cake.....	19,250	24,840	209,800	224,100
Other oil cake.....	653	86	1,058	7,160
Cottonseed meal.....	3,087	4,490	12,900	58,900
Linseed meal.....	29	212	5,523	4,330
Other oil cake meal...	83	1,254	1,229	8,705
Bran and middlings...	199	237	1,466	3,136
Screenings.....	193	708	4,610	2,790
Other mill feed.....	685	900	7,789	13,394
Prepared feeds, not me- dicinal	516	1,216	6,400	12,160

Meeting of Feed Control Officials.

Representatives of 24 states were at the opening session of the 17th annual convention of the Ass'n of Feed Control Officials of the United States, which opened in the Raleigh Hotel at Washington, D. C., Oct. 29 and continued for 2 days. A delegation from the American Feed Manufacturers' Ass'n and the Millers' National Federation was prepared to give close attention to action taken by the Ass'n. The United States Department of Agriculture and the Canadian Department of Agriculture were also represented.

PRES. G. L. BIDWELL in his annual report said:

I wish to welcome, with especial cordiality, those coming to our ass'n meetings for the first time. We are glad to see you here; we want to help you in your problems and we want you to help us in ours. Mutual helpfulness is the basis on which this ass'n works.

In looking over the history of this ass'n one is struck by the changes that have occurred in our aims and activities. At the beginning the thoughts of the founders were largely along the lines of uniformity of regulations. Regulations are much more uniform now than they were, but this has been brought about more by discussions among the individual members than by direct action of the ass'n.

A uniform feed law was brought to our attention very early. A legislative com'te was formed and after several years' work a model feed law was drafted which we believe contains all the good points and none of the bad points of existing feed laws. While our ass'n will not put itself in the position of trying to influence legislation, it does stand ready to put the combined wisdom and experience of its members at the disposal of any legislative or other body seeking to provide the best possible feed law for the benefit of the citizens of any state.

Another of our activities is the preparation of definitions for the various feed stuffs. Many of the individual members have assisted in this. While work on new definitions and improvement of old definitions is still progressing, our folder today constitutes the best and nearest correct list of feed stuff definitions available anywhere. This is shown by the fact that many states reprint them verbatim in their feed bulletins. They have been adopted without change and without protest by the General Specifications Board of the Bureau of the Budget, which means that they had to stand the critical scrutiny of the feed experts and buyers of all the government departments that purchase feed.

Uniform labels and registration blanks was the next big problem attacked. A large com'te went to work and devised forms of labels that are satisfactory in a large majority of the states.

This benefits the manufacturer because it reduces to a large extent the number of different tags he must provide and use and it reduces the chances of error in attaching the right tag. It benefits the feed official because it reduces the number of violations and makes the checking up of labels much easier. It benefits the consumer since it gives a uniform, plain, accurate label that enables him to buy just what he wants. It also reduces the price since uniform labels cost the manufacturer less and he is enabled to pass this saving along to the consumer.

Uniform registration blanks save much time and prevent errors and so make registration easier both for manufacturer and official.

Changes in the policy of our association. Those projects already mentioned have been qualitative in character. Within the last few years there has been a movement toward activities of a quantitative nature. This was started when the maximum amount of weed seeds in linseed meal was specified. Then came work on the standards for wheat feeds. The by-products from the milling of flour are difficult to define since the various mills all have different processes and the various parts of the by-products can be separated and combined in many ways. When there is a large difference between the prices of different by-products there is a very strong temptation to add more and more of the cheaper material to the mixture commanding the higher price. In order to handle this problem it seemed necessary to formulate standards, and crude fiber was selected as the ingredient best adapted to this purpose. The association has been enabled to make a very careful study of this problem as it relates to both hard and soft winter wheats through cordial co-operation with the Millers' National Federation.

In the future problems of this type are going to demand our attention more and more. There is already a demand for standards for other products, notably mixed feeds. In the development of such standards it will be necessary to study the problem in a thorough manner not only in relation to the actual figures to be used but the general policy of such standards.

Afternoon Session.

R. W. Dunlap, ass't sec'y of agriculture, outlined the work carried on by his department.

Sydney Anderson, pres. of the Millers' National Federation, made an address on behalf of his organization.

W. E. Suits, Chicago, chairman of the Executive Com'te of the American Feed Manufacturers' Ass'n, spoke as follows:

Last spring the South Central group of State Feed Control officials suggested a set of tentative standards for certain feeding stuffs which represented the minimum which they would accept for registration under their descriptive names and classifications in their respective states. Other feeds could only be registered if the descriptive classification was omitted from the title.

I will quote from their resolution, which was adopted, as follows:

Tentative Standards for Mixed Feeds.

Cow and Dairy Feeds.	
Minimum crude protein	15%
Minimum crude fat	3%
Maximum crude fiber	16%

Horse and Mule Feeds.

Minimum crude protein	9%
Minimum crude fat	2%
Maximum crude fiber	15%

Hog Feeds.

Minimum crude protein	14%
Minimum crude fat	3½%
Maximum crude fiber	7%

Laying Mashes.

Minimum crude protein	18%
Minimum crude fat	3½%
Maximum crude fiber	7%
and 20% of the mixture must be of animal origin.	

As an officer of the American Feed Manufacturers' Ass'n, which has not heretofore been given a hearing on this far reaching resolution, I purpose to demonstrate that as applied to mixed feeds, a ruling making these restrictions permanent will have numerous very bad effects. They would to a large part of our people become definitions of the products classified, and are apt to become false standards to the uninformed buyer.

At the Montgomery meeting of the South Central states group of officials in 1921, this same topic was under discussion when the amiable Dr. W. F. Hand, the chairman of the committee which reported on these tentative standards, made a comment which rejoiced my soul be-

cause of its relevancy and appropriateness. He said: "What is a dairy feed? This question reminds me of another which my old professor in chemistry asked the class, 'What is a stone'?"

If I have not quoted Dr. Hand exactly, I beg to be corrected. A stone may be a pebble on the roadside or a lustrous gem in a sultan's crown, with a thousand variations between. So with dairy feed. Primarily it is anything that the cow eats and when we come definitely to a commercial dairy feed it is that which the dairyman needs to balance what he has readily available. If he has plenty of cottonseed meal, linseed or gluten he will secure feeds which are correspondingly high in starches, possibly also in fiber. Should we have a stock of corn, cornmeal or oats he naturally will be a customer for some of the high protein rations and feed with considerable fiber.

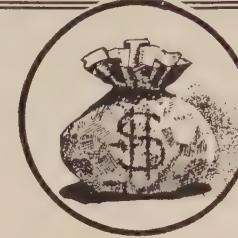
My own feeling is that when a man buys a dairy feed, he does not ordinarily buy it in the belief that it is to constitute a complete ration for his cows but that he usually plans to use it as a component of a ration which he himself formulates from the materials at hand. He buys it on the basis of its analysis, not its name; that is, these terms "dairy feed," "hog feed," "horse feed," etc., mean to the farmer only "feed for cows, hogs, horses," etc., and that they do not under any ordinary circumstances signify to the farmer that the feeds so named are complete rations. I might further emphasize the point that various geographical sections (and this properly can refer to very small geographical sections) have different requirements and consequently a state-wide standard would be misleading and without value, generally.

The feed manufacturers contribute largely to the support of the agricultural schools and feed inspection thru their taxes. They likewise contribute to the support of the educational ass'ns which have the interests of the producers at heart, such as the National Dairy Council, the National Poultry Council, the Horse Ass'n of America, and others.

I mention these things because we want you to feel we are working in co-operation with the other educational influences. We are doing a service of immense size and are doing it to the best of our ability just as you are doing yours, and we greatly hope that you will refrain from placing upon the industry restrictions which do not definitely show that they are of proven public benefit. With the onward march of scientific investigation and the almost limitless variety of needs, these suggested limitations

[Continued on page 583.]

Here Are the Winners



Contest Now Closed

1st Prize 2nd Prize 3rd Prize

\$30 \$15 \$10

The winners in the contest on "the Benefits to Be Derived by the Use of a Moisture Tester" as selected by impartial judges are:

First Prize, A. W. Brown, Mgr. Farmers' Grain Co., Roseville, Ill.

Second Prize, W. L. Frank, Sherman Grain & Cotton Exch., Sherman, Texas.

Third Prize, V. B. Henson, Lake Park, Ia.

So many good letters were received in this contest it was difficult for the judges to select the winners. This is the best indication in the world that you should follow the steps of brother grain dealers and derive the same benefits they are. Ask for our circular—

"Here Are a Few Tips for You"

in which we have published a few of these letters and are well worth your reading.

SOFT CORN NEEDS CAREFUL TESTING

You can make good money handling the crop but, of course, it is necessary to work on the safe side.

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The GRAIN DEALERS JOURNAL

Supreme Court Decisions

Claim for Loss on Export Shipment.—For a person to recover under section 8604a, U. S. Comp. St. and U. S. Comp. St. Ann. Supp. 1923, for wheat lost in shipment for export, he must show that the shipment was intended to be transported to an adjacent foreign country.—*Barber v. Missouri Pac. R. Co.* Supreme Court of Kansas. 236 Pac. 859.

Pooling Contract Fraudulent.—In a suit by a co-operative marketing association, organized under Rem. Comp. Stat. § 2878, for damages and for specific performance of a marketing contract, a finding by court that contract was not to be in force until 75 per cent of hay growers signed, but that in fact only 45 per cent signed, justified a defense of constructive fraud.—*Northwest Hay Ass'n v. Chase et al.* Supreme Court of Washington. 239 Pac. 1.

Arbitration Can Not Be Set Aside by Court.—To justify court of equity in setting aside of award, "fraud, corruption, partiality, or misconduct" of arbitrators calculated to prejudice rights of parties must be shown, and those terms in this connection imply wrongful intent and not mere error of judgment, and it is no ground for vacating award that it is against the law and evidence.—*Fernandes Grain Co. v. Hunter.* St. Louis Court of Appeals, Missouri. 274 S. W. 901.

Notice of Claim in Four Months not Required in Cases of Negligence.—Carrier held liable for negligent loss of shoes in transit, although written claim was not filed within four months; "negligent loss in transit" coming within exception of Cummins Amendment March 4, 1915 (U. S. Comp. St. § 8604a), rendering such written notice within four months unnecessary in claim for damages in transit by carelessness or negligence.—*Scott v. Am. Ry. Exp. Co.* Supreme Court of North Carolina. 127 S. E. 252.

Claimant Can Attach Carrier's Car or Traffic Balance.—Traffic balances, due to foreign interstate carriers, are subject to attachment. Foreign attachments against interstate carriers are proper methods of procedure when plaintiff is a resident, or when cause of action is domestic, and domestic attachment may be had when defendant is resident, notwithstanding that it may be engaged in interstate commerce, and that property attached is a traffic balance or even rolling stock.—*Lefebre-Armistead Co. v. Southern Pac. Co.* Special Court of Appeals of Virginia. 128 S. E. 244.

Carrier Liable for B/L Weight.—Carrier held liable to holder in good faith of order B/L covering car of wheat for damages caused by carrier's nonreceipt of part of the goods, in view of B/L Act Aug. 29, 1916, §§ 20, 22 (Comp. St. §§ 8604jj, 8604kk), notwithstanding that wheat was loaded by shipper, and that B/L recited that weight was "subject to correction"; such words not being of "like purport" to the words "shipper's weight, load and count," or "shipper's weight," or that weight of wheat was "said to be" weight recited in B/L, within section 21 (Comp. St. § 8604k), prescribing what description in B/L shall not render carrier liable.—*C. & N-W. Ry. Co. v. Bewsher.* U. S. Circuit Court of Appeals. 6 Fed. (2d) 947.

Washington, D. C.—A decision of the Tariff Commission to reduce the tariff on linseed oil has been held up by Pres. Coolidge, pending an investigation into the likely effect on the price of flax to the farmers of the northwest.

Seller to Choose Inspection Point

Emery Thierwachter Co., Oak Harbor, O., plaintiff v. H. L. Buss Co., Boston, Mass., defendant, before the arbitration appeals com'ite of the Grain Dealers National Ass'n, composed of W. W. Manning, Geo. B. Wood, John S. Green, A. S. MacDonald and Geo. E. Booth.

This is an appeal from decision of Arbitration Com'ite No. 3, of the Grain Dealers National Ass'n, in which an award was rendered for \$492.85 against H. L. Buss Co. in favor of the Emery Thierwachter Co., H. L. Buss Company appellant.

On Sept. 27, 1923, the plaintiffs, thru their Boston broker, sold to the defendant three cars of recleaned No. 3 yellow corn at 97½ cents, and on October 2, 1923, three more cars at \$1.00¼, all for November shipment, Boston basis, no mention being made as to what inspection should govern.

It appears from the evidence submitted that the plaintiff had been in the habit of having many of his shipments inspected at Bellevue, Ohio, by a federal inspector at that point. Before any of these cars moved, this inspector became ill and discontinued his activities. Under date of Nov. 27, 1923, the plaintiff wrote a letter to the defendant advising him of the situation and asking if it would be satisfactory to make the shipments in the usual manner prescribed by the Department of Agriculture for shipments moving from a non-inspection point to a non-inspection destination in another state, that is, subject to federal appeal at destination. On November 28, the defendant wired:

"High priced sales demand federal certificates shipped on time. Can you comply? Tread."

The plaintiff replied to this by letter dated November 28, and as the defendant bases his appeal largely on this letter, we quote it in full:

"We were much surprised to receive your telegram advising that high priced sales required federal inspection certificates, and requesting whether we would be able to ship the cars on time, as we had hoped that you would do as other people with whom we had contracts, and permit us to ship the corn guaranteed to grade subject to federal inspection.

"As explained to you in our letter, our Federal Inspector is sick, and we were unable to give you the federal inspection which we had anticipated, thru no cause of ours, and in order to comply with your demands, the writer sent to Toledo and thru the courtesy of the federal supervisor, we had an inspector come from Toledo to take care of our requirements.

"We cannot help but feel that you must have misunderstood our request, as these extenuating circumstances happen to all of us sometime or other.

"We are pleased to advise that all cars due you on contract will be loaded in the morning, and same will move forward as requested."

On Nov. 30, the plaintiff invoiced to the defendant six cars of No. 3 yellow corn, all loaded out of Chicago, and billed to the various destinations in accordance with instructions that had been previously furnished by the defendant. With these invoices, federal inspection certificates were furnished showing "No. 3 yellow corn." No explanation is offered by the plaintiff as to why the corn on which he contemplated Toledo inspection was not shipped.

The defendant refused to accept these six cars from Chicago, claiming that he had a right to expect corn shipped from Oak Harbor under the original contract and under the plaintiff's letter of Nov. 28. Also that the certificates did not show the corn to have been recleaned.

This resulted in a resale of the corn for account of whom it may concern and a loss from invoice value of \$492.85.

As Oak Harbor was a non-inspection point, we cannot sustain the contention of the defendant in his demand for federal inspection certificates with the original documents, as the plaintiff had the right to make the shipments without such certificates subject to federal appeal at destination. However, since the defendant made the demand for federal certificates of inspection and indicated that to be the only basis on which he would accept shipments, if the plaintiff elected to comply with such demand, he certainly should be permitted to make the shipment from some point where such inspection is available, provided, of course, such origin was not otherwise unduly prejudicial to the interest of the buyer.

As to the contention that the certificates did not show the corn to be recleaned and were

therefore defective, it is well known in the trade that such notations are not permitted on federal certificates. The plaintiff states that he stipulated recleaned corn in his purchase contract on this corn, and the defendant fails to show that the corn was not reasonably within that specification, notwithstanding the fact that he bought these shipments on the resale and presumably delivered them to his original customers.

We, therefore, affirm the award of the lower committee in this case and the H. L. Buss Co. is ordered to pay the Emery Thierwachter Co. the loss of \$492.85 sustained on this corn by them, and the arbitration and appeal fees are assessed against the defendant, H. L. Buss Co.

American delegates to the International Institute of Agriculture are dissatisfied at the failure of the organization to recognize the United States as the leading factor in the Institute; and it is said will ask Congress to withdraw, or to transfer the Institute from Rome to the United States.

Erroneous Quotation Binding

D. A. Stickell & Sons, Hagerstown, Md., plaintiffs, v. John Wickenhiser & Co., Toledo, O., defendants, before the arbitration appeals committee of the Grain Dealers National Ass'n, composed of W. W. Manning, Geo. B. Wood, John S. Green, A. S. MacDonald and Geo. E. Booth.

This controversy arises from an error in the transmission of code word used in a telegram on Sept. 15, 1923, in which the defendant offered No. 3 white oats at 48¾ "Botany." This telegram was received by the plaintiff reading No. 3 white oats 48¾ "Balcony." Botany, of course, means "shipment next week," and Balcony means "in second hand packages." The plaintiff immediately wired an acceptance to the defendant as follows: "Book affray affixing committee Balcony Sept. Mailing instructions," which decoded means "Book three carloads No. 3 white oats 48¾ second hand packages September. Mailing instructions." This message seems to have reached the defendant Saturday afternoon after he had closed his office for the day and he does not seem to have taken the trouble to decode and check this message of acceptance, even on Monday morning as he confirms the contract in writing under date of September 17 as follows:

"We have your wires of Saturday accepting three cars No. 3 white oats as quoted at 48¾ for shipment this week, and now await your full billing instructions."

The fact that he had sold No. 3 white oats in second hand packages did not become known to the defendant until he received the written confirmation of the plaintiff on Sept. 18. After some passage of correspondence and wires, the defendant cancelled the contract by letter dated Sept. 20 in which he used the following words: "In view of the fact that you require sacked oats, we have therefore cancelled the sale." This letter reached the plaintiff on Sept. 22. After further correspondence the plaintiff cancelled the contract on Oct. 3 and makes claim for loss of 9¾ cents a bushel, which includes 4¾ cents for sacking and 5 cents advance in the market to that date.

The Arbitration Committee denied the claim for the cost of the sacking and ruled that the contract should have been closed on Sept. 22, the date the defendant's letter of the 20th arbitrarily cancelling the contract was received by the plaintiff, and holding the defendant responsible for the advance in the market during that period.

We do not entirely agree with the Arbitration Committee in this decision. It is our opinion that when the defendant failed to check the plaintiff's acceptance and permitted it to run along without objection, that he bound himself to a contract on the terms of that acceptance, as an immediate check of the message in question would have corrected the matter without loss or expense. We agree with the Arbitration Committee that the contract should have been closed on Sept. 22, at which time the market showed an advance of 1¼ cents a bushel, and in addition to this, it is our opinion that the defendant should pay the usual cost of sacking oats in second hand packages. The papers submitted show little evidence on the cost of sacking beyond the plaintiff's demand for 4¾ cents a bushel. Our own investigation, however, disclosed that the usual charge for sacking oats in second hand packages for the territory in question at this time did not exceed 2½ cents a bushel.

We, therefore, order the defendant, John Wickenhiser & Company, to pay to the plaintiff, D. A. Stickell & Sons, 1¼ cents a bushel market change and 2½ cents a bushel sacking cost which would be incurred in replacing this contract on Sept. 22, 1923. This totals 3¾ cents a bushel on 4,500 bushels, amounting to \$168.75, and the cost of arbitration and appeal is assessed against the defendant, John Wickenhiser & Company.

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332 Builders Exchange Bldg., MINNEAPOLIS, MINN.

References: Any bank, mercantile agency, commission firm or Editor of this publication.

Patents Granted

1,558,960. Car Seal. Louis J. Brune, Sr., Algiers, La. Arms carried by a wire loop extend thru apertures into the chamber of a body member. An angularly disposed spring arm carried by one of the arms engages the inner side of the angularly disposed portion of the other arm.

1,558,580. Grain Mixer. Alfred James Bishop, Melbourne, Australia. The interior of drum constitutes the mixing chamber and has a stationary casing passing thru it whereon the drum is rotatably mounted. A screw conveyor conducts the material into and away from the mixing chamber.

1,557,030. Seal. Ernest A. Conway, Little Rock, Ark. The device comprises a keeper provided with a plurality of bolt receiving apertures, bolts adapted to engage the apertures in superposed relation, and latch mechanism carried by one of the bolts and adapted to locking engage the keeper whereby to lock both bolts within the keeper.

1,556,308. Weighing Mechanism. Levigne M. Zepp, Baltimore, Md. The weighing hopper comprises a plurality of radiating members, locking means releasing the members by passing out of engagement therewith, as the weighing operation is completed by filling of the hopper to the predetermined extent, the radiating members being caused to rotate and release the material weighed.

1,560,179. Seed Corn Rack. Theodore Lubben, Clarinda, Ia. The rack comprises a frame with bars extending it to support rods, with yokes supported at the intersections of the bars and rods each yoke having a loop for receiving the bar, and prongs with their outer ends bent so as to embrace the rod and to extend laterally therefrom, whereby the weight of the ears supported by the prongs holds the loop in engagement with the bar.

1,555,884. Grain Door. Richard J. N. Simpson, Sarnia, Ont. At each side of the door opening is a securing guide, a door vertically slideable in the guides; a pair of spaced tracks secured to the underside of the root of the car; a member supported by and extending from track to track and movable longitudinally thereon, the upper part of the door being adapted to engage and be carried by the member as the latter moves along the tracks; and means for actuating the door.

1,558,394. Feed Mill. Jasper N. Rice, St. Jo-

seph, Mo. The grinding apparatus comprises a drum, a rotary element within the drum, radially extending blower blades carried by the rotary member, a perforated false bottom within the drum and projections struck upwardly from the false bottom adapted to co-operate with the teeth of the blades for grinding and pulverizing material deposited within the drum, the blades also developing air pressure to force the ground material through the perforated false bottom of the drum.

1,558,368. Sack-Holder. Gean Jones, Sylvester Township, Green County, Wis. A rod arising from a base has on it a cap equipped with laterally extending diametrically opposite hooks, a sleeve freely slideable on the rod, a bracket fixed to and extending laterally from said sleeve, an annular band secured to the bracket and equipped with a bag supporting hook, a cylindrical filling member rising from the band with its rear side made higher than its front, and coiled springs connecting the slideable sleeve with the hooks of the cap, whereby the holder is yieldably held supported by the rod.

1,557,333. Dust Collector. Chas. John Robinson, Rochdale, Eng., assignor to Thos. Robinson & Son, Rochdale. An inverted L-shaped suction duct has a fan operating vertically and transversely of the horizontal portion of the duct, a dust separating chamber to receive the air directly from the fan, the dust receiving chamber comprising an upper compartment to directly receive the air, and a second compartment in communication with the first mentioned compartment and of greater area than the first mentioned compartment to cause a comparatively retarded movement of the air in said second compartment.

1,558,169. Bag-Holder. Geo. C. Hume, Chilton, Wis. The holder comprises a frame having vertical uprights and a top crosspiece between them, a ring provided with means for supporting a bag and having two radial arms which project laterally from it one at each side at diametrically opposite points and terminate in forks which are slideable on the uprights, a ball having its ends pivoted to the arms between the ring and the forks, and a lifting and lowering device suspended pivotally from the crossbar over the center of the ring and pivotally connected to the ball, the guides, crossbar, radial arms and ball being all arranged in a vertical plane which passes through the center of the ring.

1,560,433. Grain Cracking Machine. Simon Snyder, Muncey, Pa., assignor to Sprout, Waldron & Co., Muncey. This grain reducing machine comprises a casing composed of upper and lower members and having a rotary cutter therein, and knives or cutters projecting inwardly from opposite sides thereof in co-operative relation to the rotary cutter; the lower casing member having a curved perforated plate therein arranged below the rotary cutter,

and the upper casing member having a feed hopper and receiving chambers on opposite sides thereof into which granulated material is thrown by the rotary cutter and caused to pass by gravity into the lower casing member; the receiving chambers having curved perforated plates spaced from the inner walls of the upper casing member and having openings in the bottoms thereof for the passage of granulated material therethrough.

1,559,087. Grain Door. Kazimierz Gorny, Buffalo, N. Y. A pair of inwardly opening doors are hingedly connected to the frame and have their lower free corners similarly cut away to jointly form a discharge opening, with a brace member having a series of slots to receive the keepers when the brace member is arranged transversely of the doors and resting upon the keepers, an additional outwardly extending T-shaped keeper carried by each door at the vertical edge of its cutaway portion, a second brace member having a pair of slots to receive the said additional keepers when the second brace member is arranged transversely of the lower edges of the doors with the intermediate portion of the same closing the discharge opening and a permanent bracing strip secured to the floor portion of the doorway frame against which the lower edges of the doors are braced to withstand internal pressure.

Deficit Increases on N. D. State Elevator.

The deficit for the state mill and elevator of North Dakota at Grand Forks increased from \$33,268 to \$819,874 from Jan. 1, 1925, to Sept. 30, 1925, according to a report filed with the state industrial commission. During that time an operating profit of only \$12,515 was made.

According to the report the deficit has steadily mounted due to the tremendous overhead expense which the plant must carry. Interest on the outstanding bonds for \$4,500,000, totals \$17,698 a month. Depreciation on the property is listed at \$5,082 a month which brings the total to \$22,781.

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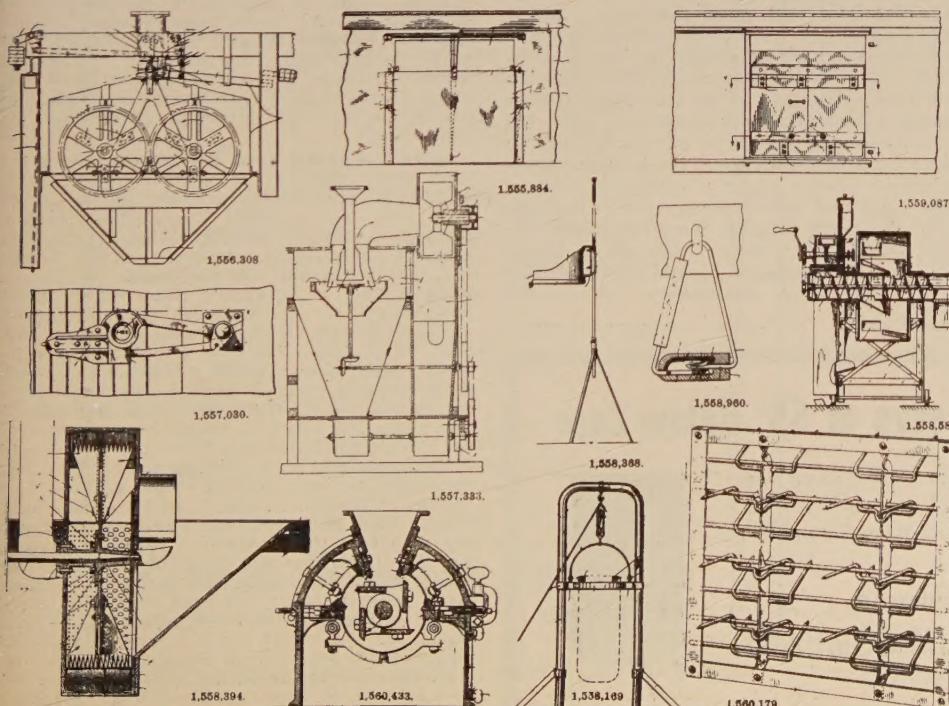
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The GRAIN DEALERS JOURNAL.

New Construction at Kansas City.

The character and the progressiveness of the Kansas City market is reflected in the great volume of new grain handling facilities which has been added to the previous grain elevator capacity of over 30,000,000 bus. Today Kansas City has storage capacity for 34,957,000 bus. of bulk grains. Still more is contemplated.

Most of the grain elevators are of fireproof construction. All of those erected recently are of reinforced concrete. Kansas City grain men are staunch advocates of economical handling facilities of a permanent character for the very good reason they expect to be in business for a long time, hence insist upon building accordingly.

During the current calendar year the following projects have been completed:

Rosedale Milling Co. has added 50,000 bus. to its storage facilities.

Kansas Flour Mills increased its capacity by adding concrete tanks of 500,000 bus. capacity.

The C. B. & Q. R. R. has added 1,000,000 bus. concrete tanks to the Murray elevator which is being operated by Norris Grain Co.

The Santa Fe has added a 500,000-bu. reinforced concrete headhouse to elevator "A," which is under lease to Davis-Noland-Merrill Grain Co. The new house is equipped with 15 legs. Each of its four receiving and four shipping legs have an elevating capacity of 25,000 bus. per hour.

The Southwestern Milling Co. has just completed an addition of 750,000 bus. concrete storage to its elevator facilities.

The C. & A. R. R. is erecting a new 1,000,-000-bu. concrete elevator which has been leased to the Kansas Co-operative Grain Co.

The Ralston-Purina Co. has constructed 500,000 bus. concrete elevator, and a 600-ton feed mill.

The Washburn-Crosby Co. has added a reinforced concrete elevator of 1,100,000 bus. capacity to its storage and has started construction on a 4,500-bbl. concrete addition to its flour mill.

The Ransom Coal & Grain Co. has built a feed grinding plant with concrete storage for 35,000 bus. It will produce 10 carloads of feeds daily.

In prospect are 600,000 bus. additional storage to be added to the Wabash elevator; 150,000 bus. to be added to the Eagle; and a reinforced concrete working house for the Missouri Pacific Elevator operated by Hall-Baker Grain Co.

Kansas City's grain business is still growing and more facilities are bound to come during the year.

Chicago Board's Business Conduct Com'ite Completed.

With the election of Joseph Simons as president of the new clearing house of the Chicago Board of Trade the business conduct com'ite is completed, the pres. of the clearing house and the pres. of the Board becoming ex-officio members of the com'ite, which is composed of L. L. Winters, chairman; Jas. C. Murray, Jos. W. Badenoch, Frank L. Casey and Joseph Simons.

Elevator Head and Boot.

BY H. C. LEE OF THE MUTUAL FIRE PROTECTION BUREO.

Many fires originate in elevator legs, usually in the head or boot, and these fires are serious because they spread so readily to other machinery. Also, due to the fact that the leg extends from the basement or first floor to the top of the building, there is danger of such a fire burning out of the leg on any of the floors. Much care must be taken both during and after a fire to see that it is confined to its original location.

The principal cause of such fires is the choking of the leg. This may be from too much feed, some foreign object in the boot, or from the buckets catching the side of the leg. This, of course, stops the belt and as the head pulley continues to turn the slippage on the belt generates enough heat to start a fire. The same thing may happen if a bin becomes full and the stock backs up the spout far enough to run down the down side of the leg.

Practically all grain dumps are provided with a grating to keep out foreign objects. If they are not so equipped they should be.

If the leg and the head shaft are properly aligned the danger from buckets catching the side of the leg or head is practically eliminated. However, they must be watched very closely and especially during heavy runs of grain.

A choke up from too fast feeding to the boot may be prevented in various ways. In the writer's opinion one of the best ways is to use a so-called non-chokable boot. The principle of this type of boot depends on the angle of repose of grain. The spout is so arranged that when the grain in the boot gets up to a certain height no more can feed in. This boot has been found very satisfactory for grain elevator work. However, there are three things always necessary: 1. Sufficient friction at the head pulley so that the belt will not slip. 2. Ample capacity in the driving connections to the head shaft. 3. Ample motive power.

Wooden pulleys in elevator heads are a distinct menace and should be replaced with metal ones. Wood rubbing on wood will start a fire in short order and many losses are attributable to wood pulleys rubbing the side of the head.

A properly lagged head pulley will often eliminate slipping of the belt. The friction between a lagged pulley and a rubber belt is very great and the driving connections must be extra large to take care of the possible excess load. We believe it good practice to use a rubber lagged steel head pulley on any elevator which is extra high or subject to heavy loads.

There is no doubt that many fires originate inside heads or boots from the head or boot bearings, which are never discovered until too late to locate and the cause of the fire has to go into the unknown class. If elevator operators would always make a careful inspection of the head and boot bearings before locking up for the night a great many unknown fire losses would never occur. That is a lesson every elevator manager should have drilled into him at every opportunity. A careful

inspection before locking up will take only a short time and will prevent a great many of the unknown losses. The head and boot deserve all possible attention. Frequent inspection of these bearings will surely result in frequent oiling and fewer fires. Try it.

Insurance Notes.

Complete exemption from payment of income taxes and from filing of income tax returns is sought by representatives of the National Ass'n of Mutual Insurance Companies before the Ways & Means Com'ite of the House of Representatives. They show that the treasury department is adhering strictly to the word of the law instead of its spirit in collecting and is neutralizing what Congress has done to aid co-operative insurance institutions. A separate classification is asked for mutual hail, cyclone and fire insurance companies under the new revenue law to be enacted. At present mutual companies are exempt if 85 per cent of their income is from amounts collected from members, but it is shown that when losses are low the income is sometimes greater than the 15 per cent allowed. The Ass'n also contends that the mutual companies, having paid losses in full under their policies, they cannot recognize reimbursements from re-insurance companies as income.

Vancouver, B. C.—Prairie farmers are reported to be planning to establish bakeries of their own and thus directly reach the consumers, thru their wheat pool. Thus they would insure business to their flour mills. Also thus they would dig themselves a little deeper into their financial quagmire.

Books Received

DISPOSITION OF AMERICAN WHEAT SUPPLIES is the 9th of the Wheat Studies put out by the Food Research Institute and stresses the inadequate and incompleteness of the statistical procedures now employed to measure the disappearance of wheat. By the Food Research Institute, Stanford University, Calif. Price, \$1.

KANSAS STATE BIENNIAL REPORT contains statistics by counties of acreage and production, some 30 articles by various authors, including Weed Seed Identification, Brome Grass in Kansas, What's the Matter with Alfalfa? Maintaining the Fertility of Kansas Wheat Fields, by Throckmorton, and the Horse Outlook by Wayne Dinsmore. Cloth, 6828 pages, Kansas State Board of Agriculture, Topeka, Kans.

WHAT MAKES THE PRICE OF OATS is a book that ought to be worth 1,000 times its weight in gold if the subject matter in the book bore out the title. The author, Hugh B. Killough, assistant agricultural statistician, bureau of agricultural economics, says, "During the growing season the movement of prices is most difficult to predict." Many other equally wise observations are made. The author experimented with formulas based on various factors which might have an effect on the price, with a view to arriving at a formula that would fit in with the actual prices. His calculations for 22 years coincided with the actual price in one year, the other 21 years he was as much as 7 cents too high or 9 cents too low. In his opening statement the author says, "The market price of oats changes from year to year, season to season, month to month, and day to day." This is a remarkable discovery. Farmers who sold their oats one year for 50 cents and the next year for 30 cents may have had some slight suspicion that the price changes from year to year; but now that the scintillating intellect of the bureau of economics has made the statement, backed by the authority of a salary from Uncle Sam, the farmer can no longer doubt the fact. Department Bulletin No. 1351, U. S. Dept. of Agriculture, Washington, D. C., price 10 cents.

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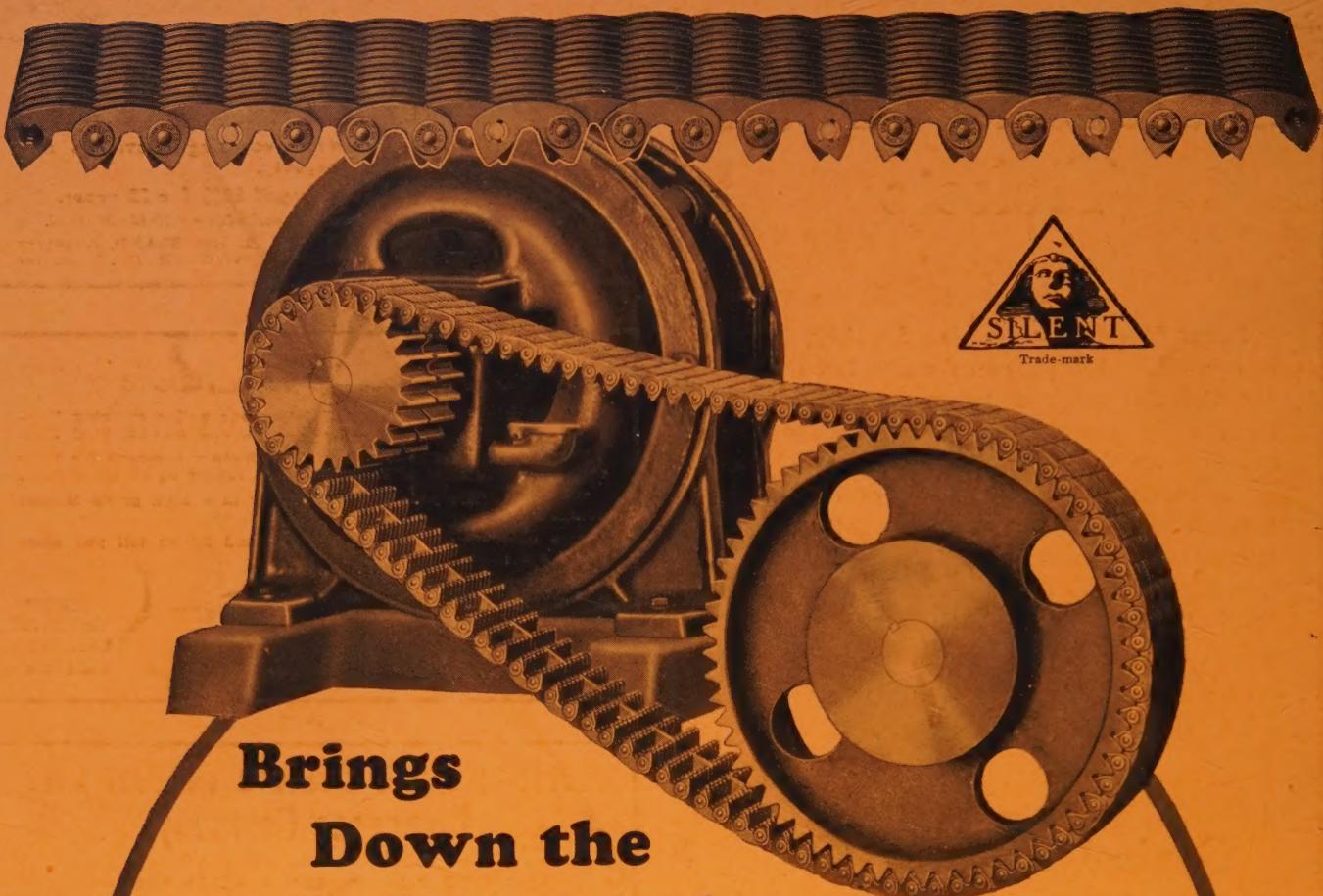
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